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AEA

AVIONICS NEWS

AEA PILOT'S GUIDE

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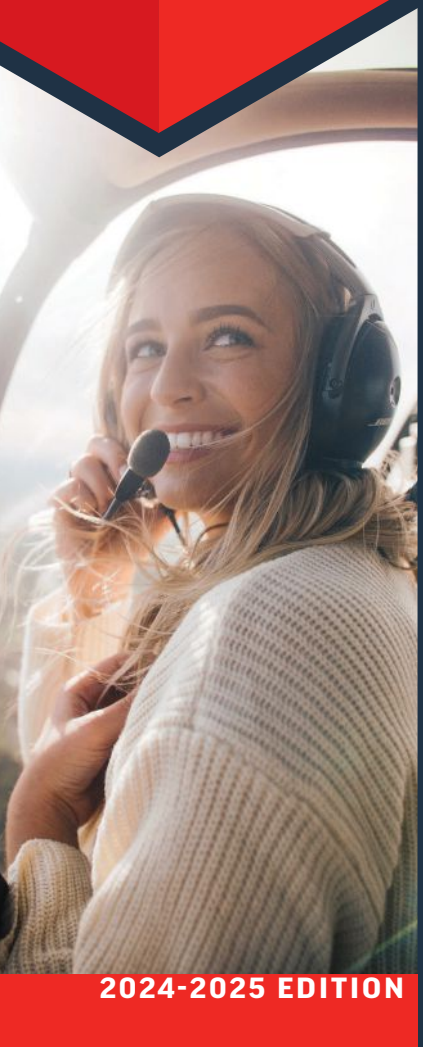
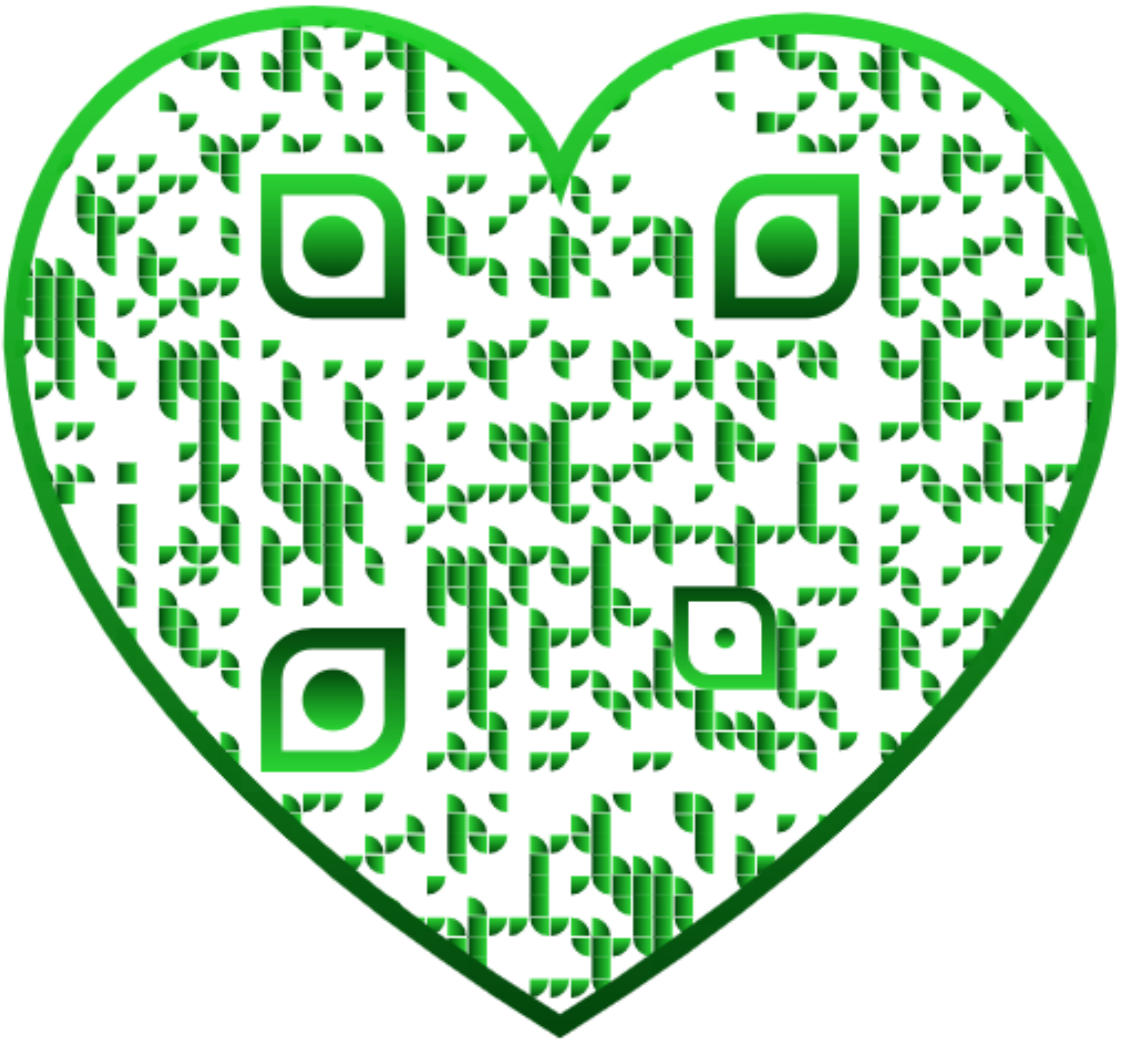


A consumer's guide of avionics and services,

including a global directory of certified avionics/instrument facilities, manufacturers and distributors.

2024-2025 EDITION



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AEA
PILOT'S GUIDE

A PUBLICATION OF THE
AIRCRAFT ELECTRONICS ASSOCIATION

Photos (from left): Jon Ly / Unsplash; Shutterstock; Bigstock

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An approved maintenance organization whose aircraft electronics activity is primarily in the sales, service and installation of aircraft electronics equipment or instruments.

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APPROVED MAINTENANCE ORGANIZATIONS HELP OWNERS NAVIGATE THEIR AVIONICS NEEDS

As we take flight into our 22nd year of educating aircraft owners, pilots and maintainers, it is the AEA's pleasure to present the latest edition of our popular *Pilot's Guide*. Within these pages, you will find a wealth of information tailored to help you make informed buying decisions, including coverage of the latest new products, a directory of certified repair shops, and highlights of the technologies and the people that make avionics the most exciting part of aviation.

At the heart of our publication lies an important reminder as to why one should look for an AEA-member avionics shop. See Gary Picou's "Your Life Depends on It" beginning on page 60 to learn more about how our certified repair stations and approved maintenance organizations strive to deliver the best experience possible through shared industry best practices, continuous professional development, and strict adherence to regulations and manufacturer's instructions.

Our community of government-certified repair stations and approved maintenance organizations can be found in more than 40 countries around the world. To find options for your next service or installation, simply turn to the "yellow pages" of this publication. This directory of the technical experts in the avionics industry will help you in your quest to find the best equipment for your aircraft and your budget.

As you embark on another year of aircraft ownership, adventure and discovery, let our publication be your trusted companion in the cockpit, on the ground and online (aeapilotsguide.net). Whether your needs are a quick troubleshooting solution, a complete panel upgrade or cabin connectivity options, our members are ready to take care of you and your aircraft. ❑

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President and CEO, Aircraft Electronics Association
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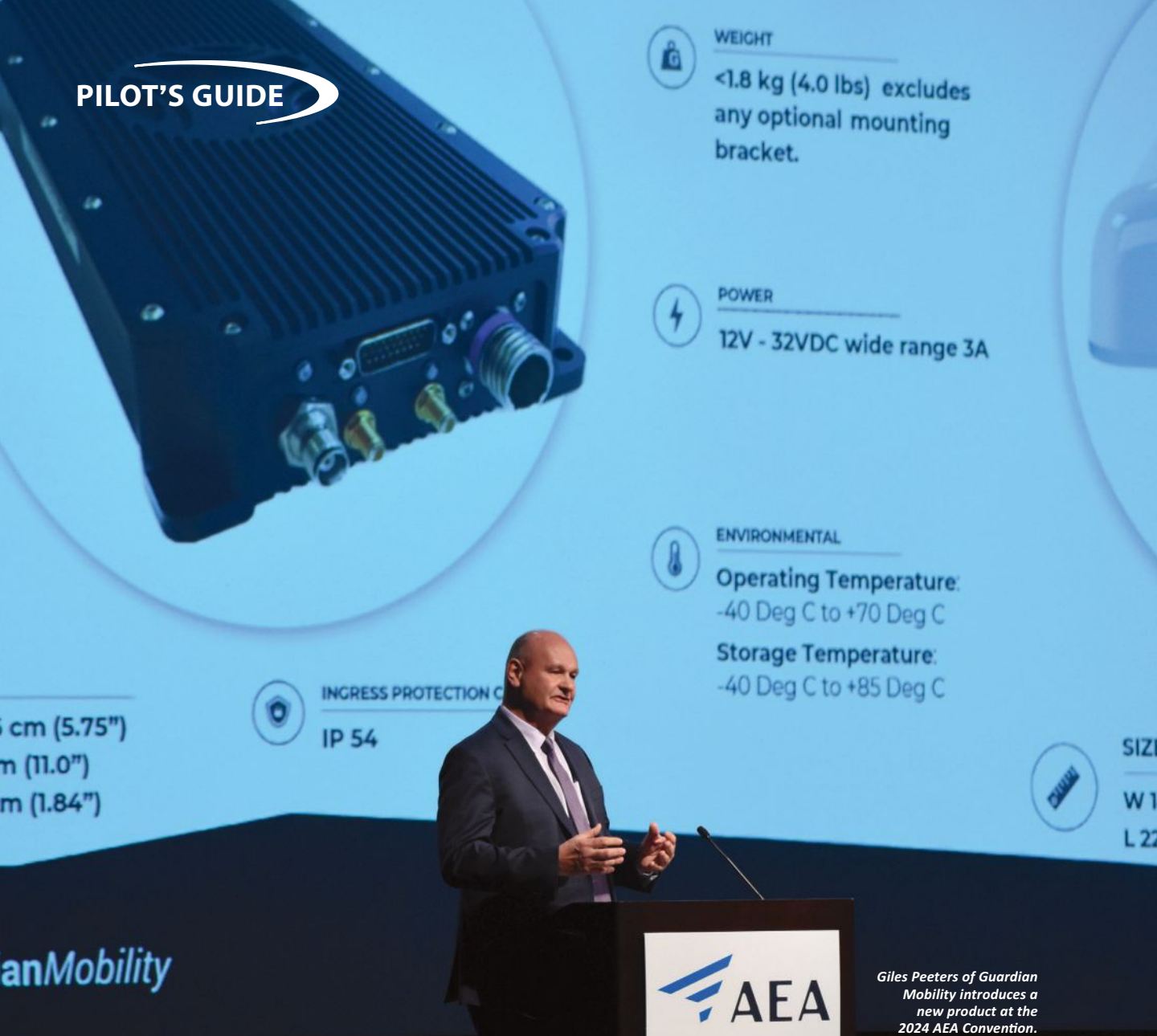

Giles Peeters of Guardian Mobility introduces a new product at the 2024 AEA Convention.

TECHNOLOGY INNOVATION IN THE SPOTLIGHT

Watch the new products introduced at the 2024 AEA Convention at
youtube.com/user/AEAlive.

A FASCINATING RANGE OF AVIONICS PRODUCTS AND SERVICES WERE INTRODUCED DURING THE 2024 AEA CONVENTION IN DALLAS

STORY BY AMY FREED STALZER

Each year, the general aviation industry gathers to find out what's new and ground-breaking in the world of avionics during the New Product Introductions at the AEA International Convention & Trade Show.

AEM's MTP136D

Held on March 19 in Dallas, Texas, on the opening day of the 2024 AEA Convention, this year's NPI session put the best and brightest avionics technology innovations on display during presentations by 25 manufacturers and industry service providers.

Many new avionics products and services were showcased during the well-attended session – from wireless connectivity solutions to weather radar, radios to digital audio systems, fleet management tools to GPS "spoof-proofing" technology. Other avionics products and services announced, in no particular order, were in-flight entertainment, cabin management, flight display systems, smart monitors, batteries, integrated signal processors, flight line test solutions, and much more.

Ultimately, there was something for everyone, and presenters encouraged all attendees to learn more and get a close-up look at their new products back at their booths on the exhibit floor.

Aero-News Network live-streamed this year's 25 NPI presentations along with other opening-day events, and AEA members are invited to view the video recordings at youtube.com/user/AEAlive.

AEM

In demanding firefighting environments, communication and reliability are critical. Anodyne Electronics Manufacturing Corp. (AEM), designer of special-mission communication systems, has introduced the MTP136D Panel-Mount P25 Forest Service Radio to help aviation emergency response teams stay connected and responsive during forest fires and other aerial firefighting operations.

Developed in consultation with tactical aerial firefighting agencies, the MTP136D's simple

Continued on following page...

Continued from page 9

front-panel programming makes it easy to use in challenging environments.

Features and functionality include a large NVIS-compatible screen displaying all channel and operational information, an intuitive menu-driven interface, extended transmit duty cycles for continuous operation, and USB-C programming/cloning for custom configurations.

With the AEM radio profile editor, operators can create a channel list, load a channel list via USB-C, email to personnel in the field, and view, edit and copy from a phone or laptop.

A plug-and-play replacement for existing legacy radio, the MTP136D is narrowband- and wideband-capable and supports 40 zones, 5,000 channels and full and customizable CTCSS/DCS lists. The DO-160G-qualified radio is a Project 25 Phase 1-compliant VHF FM solution for digital and analog communication on all channels across the 136 MHz to 174 MHz frequency band.

For more information, visit aem-corp.com.

Airtext

GPS spoofing is on the rise in the U.S. and worldwide – aircraft GPS can be tricked into accepting a false GPS position, causing significant system failures. To combat the growing threat, the Airtext team has developed new GPS "spoof-proofing" technology as an add-on for the Airtext+ Iridium satcom product, according to General Manager Jonathan Pinson.

The FAA-approved Airtext+ is a low-cost aviation connectivity solution that allows passengers to send and receive email and text messages and place worldwide phone calls using their own smartphones and a Bluetooth connection. The new Spoof Proofing enhancement now adds cutting-edge algorithms to detect and counteract GPS spoofing attempts, providing real-time monitoring, immediate crew notification and automatic ground reporting.

Airtext+

The Airtext+ upgrade also delivers GPS jamming detection and real-time dead reckoning functions. An annunciator device is required on board, either installed or as loose equipment, as well as an Iridium antenna.

The company has performed flight testing on Citation X, Falcon 900, and Learjet 60 aircraft, with an announced April ship date.

During its AEA Convention presentation, Airtext parent company Send Solutions also announced a new composite video output feature for its all-in-one Wi-Fi entertainment center called Oasis.

For more information, visit goairtext.com.

Applied Avionics

With 50 years of avionics system design experience, Applied Avionics has released the DCU120 integrated signal processor, the first installment of a new suite of NEXSYS LYNK products.

The DCU120's software-controlled microprocessor provides a highly configurable solution to address multiple system-to-system interface requirements. With a wide range of standard inputs and outputs, it bridges data communication gaps while eliminating the need for additional software validation due to its certification at the highest safety-critical level.

The DCU120 is the industry's smallest micro form factor, according to the company, weighing in at as little as 35 grams. It includes IO common to all form factors, including ARINC 429 transceiver, RS232 transceiver, discrete inputs and outputs, analog inputs, and an internal health monitor output. The number of discrete inputs and outputs varies by form factor and configuration specifics.

The DCU120 integrated signal processor is FAA TSO-C113b, DO-178C DAL A and DO-160G certified.

For more information, visit appliedavionics.com.

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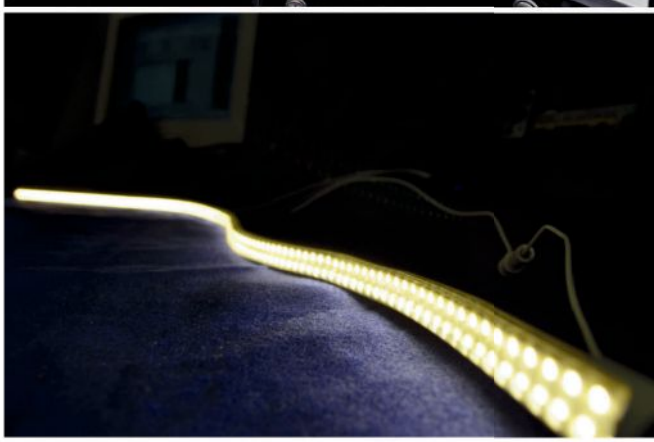

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NEW PRODUCTS

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AeroSync Mission

Astronautics

Astronautics announced the global distribution launch of its AeroSync Mission wireless connectivity system at the AEA Convention. Small and lightweight, AeroSync Mission provides an all-in-one broadband connectivity solution with customizable cybersecurity protection.

The product is a good fit for law enforcement operators, search-and-rescue operators needing a tactical data link, medical services providers needing connected devices to transmit patient data to hospitals, and operators wanting to stream in-flight content to passengers, according to Senior Product Manager Josh Berrian.

AeroSync Mission can be customized for video streaming and data recording, delivering downloads of 10-30 megabits per second. It offers mission downlink support and connectivity for medical devices such as cardiac monitors and AEDs, as well as the ability to stay connected both in the air and up to 400 feet from the aircraft.

Astronautics supplies a global network carrier support structure with over 205 countries of service. To date, more than 900 AeroSync Mission units have been delivered to the field, and more than 245 helicopters are currently flying equipped.

The company achieves radio transmitter certification in every country where it operates, including the U.S., Europe, Canada, China, India, and Australia. AeroSync received a TSO update in January and is also DAL D, DO-160G, and ED-203A compliant.

For more information, visit astronautics.com.

Aviation Design and Supply

Aviation Design and Supply (ADS) was founded in 2023 with the goal of providing new general aviation products and services to save avionics shops time and money, President and Co-founder Jaramey Ham told attendees at the AEA Convention.

The ADS Prints engineering package simplifies the task of generating avionics installation drawings from various manuals. Each ADS Print includes easy-to-follow custom installation diagrams per aircraft serial number, system configurations to match the prints, data references for maintenance logs and Form 4337, and installation technical support.

ADS also has released Garmin GFC 500 and GFC 600 Autopilot Hardware Kits, designed to save avionics technicians valuable labor hours hunting for the best source of hardware listed in the autopilot installation addendum.

The airframe-specific kits are serialized for traceability and provide the full base, trim, and yaw installation hardware, as well as all available material certification documentation. Every label includes the kit serial number, drawing number, and option.

ADS currently offers 68 kits to support over 100 airframes, and it is the only producer of GFC 600 autopilot hardware kits.

For more information, visit aviationdesignandsupply.com.

Avidyne

The Vantage12 upgrade gives Cirrus owners the latest flight display technology, with dual 12-inch touch screens, 3D synthetic vision and dual attitude reference systems. More than 4,000 Cirrus Entegra-equipped and pre-Entegra aircraft are candidates for this next-generation display upgrade.

Vantage12 for Cirrus

To streamline the upgrade, Avidyne has released the Vantage12 EZ Installation Kit, with EZ Adapter Harness, EZ Adapters for PFD/MFD, and mates to the existing Entegra Harness. With new pre-cut panels and overlays, the kit significantly simplifies installation and provides a clean and easy conversation from Entegra to Vantage12.

Director of Marketing Tom Harper also announced:

- The company is now providing night vision goggle-compatible lighting as a factory option on the IFD5XX Series, with IFD4 Series and Helios models to follow, adding utility and safety for helicopter customers.
- U.K.-based Horizon Aviation Group has completed an approved model list supplemental type certificate on Avidyne's IFD for GNS-to-IFD slide-in replacements on nine Airbus, Leonardo and Bell Textron helicopters models.
- Brazil-based SAB Aviação has field approval to install a dual Avidyne Atlas flight management system in the Falcon 50.
- MyAvidyne Portal has been launched for dealers and end customers. It gives dealers the ability to go online and register products, activate warranties and view warranty expirations, track users and aircraft, and more.

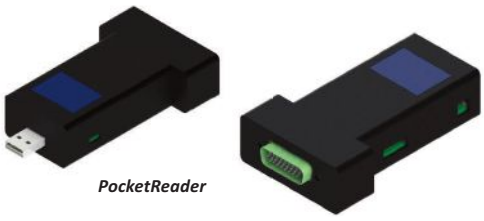
For more information, visit avidyne.com.

Avionica

A provider of secure data and communication solutions for more than 30 years, Avionica has upgraded its portable ground service equipment hardware with the new cloud-based and cybersecure PocketGSE family of products.

Working in concert with Avionica's avSYNC cloud-based data transfer service, a Pocket FDR Reader enables immediate data downloads pushed to a location of choice for analysis. The cloud infrastructure provides security and fast data transfers, reducing the possibility of AOG delays.

The device is small and lightweight, at 1-by-2-by-4 inches and less than 4 ounces. "The business model will make it so that it is ubiquitous – you will be able to have one in every aircraft at every station," said Vice President of Business Development Scott Ridge. "No more waiting for tooling."



PocketReader

The Pocket Dataloader is likewise intended to be ubiquitous with a device for every aircraft. In coordination with avSYNC, it contains all the cybersecurity benefits of an airborne dataloader without the need for ANSP, and it provides centralized control of all dataloads.

For more information, visit avionica.com.

AvionTEq

Underwater locator beacons play a critical role in aviation safety by aiding in the location and recovery of aircraft. Regular ULB testing is essential to verify the functionality of these beacons and ensure swift and efficient search and rescue operations in the event of an incident.

UTS100

AvionTEq has released the ULBTEq UTS100 to provide a low-cost solution for ULB ultrasonic testing and streamline Go/No-Go testing for aviation operators.

The hand-held, battery-operated unit detects ultrasonic frequencies between 20-100 KHZ and is designed to test DK100, DK120, DK130 and DK140 beacons.

The user-friendly UTS100 reduces the learning curve for operators and allows users to conduct functional checks more efficiently while the ULB beacon remains securely installed within the aircraft. It also comes with a backup battery; is portable for cockpit use; and comes with a one-year warranty.

For more information, visit avionteq.com.

Becker Avionics

Becker Avionics is helping general aviation operators take their audio management unit to the next level with a new digitally optimized version of its AMU6500 for civil and military airplanes and helicopters.

Continued on following page...

NEW PRODUCTS

Continued from page 13

The AMU6500 digital audio system is designed for simplicity of installation for either a completely new audio configuration or a plug-and-play replacement of a legacy audio system such as the Baker M1045.

Next-generation audio capabilities include Bluetooth connectivity for cellphones and tactical radios like Harris or Motorola, and stereo music playback with auto muting. The AMU6500 also has added true 3D spatial audio capability to provide enhanced situational awareness.

AMU6500

Each AMU6500 audio system can manage up to 12 transceivers and 12 receivers depending on the system configuration. With the integration of up to three AMUs with three stereo headsets, the system can support up to nine headsets per aircraft.

Becker Avionics has also released an Audio Remote Unit and Audio Control Unit (ACU6520), offering additional flexibility and configuration options to meet system and operational needs.

For more information, visit becker-avionics.com.

Cabin Management Systems

As the latest addition to the Cabin Management Systems Elite line of audio/video cabin products, the Elite Aux Input Panel introduces HD and 4K audio/video features to the cabin experience.

Designed for aircraft with one or two zones of audio and video capability already installed, the panel provides a single input for USB-C charging up to 40 watts, along with audio/video integration for items such as Apple and Android devices and laptops up to 4K60 (video at 4K resolution and 60 frames per second). It also includes a single HDMI video input up to 4K60 for carry-on devices, along with the USB-A as an all-in-one place for charging devices like Roku stick, Chromecast or Fire Stick.

Elite Aux Input Panel

Bluetooth 5.0 audio input allows for integration of personal electronic devices seamlessly integrating with the latest Bluetooth technology. The Elite Ethernet-to-HDMI dongle is also available to pair with the Elite panel.

At the AEA Convention, CMS also announced the CMU CR Cabin Management Unit, a direct drop-in replacement both mechanically and electrically for the Collins 2052-1-X environmental controller.

The CMU CR comes standard with Evolve wireless technology along with additional Gigabit Ethernet connections, serial connections and ARINC 429 for integration into cabin waste, water and temperature systems.

For more information, visit cmsaero.com.

CCX Technologies

AP-561 Micro-WAP

"We're excited to introduce a new product and expand on our current portfolio of secure networking solutions," said Director of Sales Ricardo Irizarry when introducing the AP-561 Micro-WAP during the AEA Convention, noting that the new device will challenge the conventional size requirements to achieve wireless connectivity on board an aircraft.

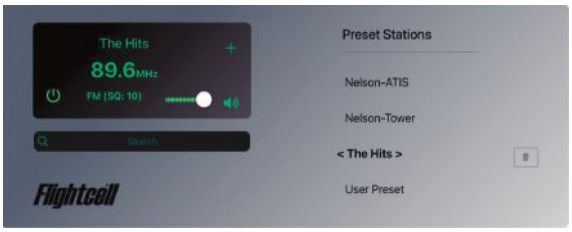
"It was engineered to optimize size, weight and performance, enabling you to have internet access on an aircraft device with a smaller footprint than a sticky note and weighing less than half a pound," he said.

The Micro-WAP is a secure wireless access point that offers connectivity for passengers, crew and equipment for seamless data communications over Wi-Fi. Applications include secure data transmission, messaging and internet browsing, as well as electronic flight bag connectivity.

The small wireless access point is capable of connecting up to five devices simultaneously and utilizes the reliable 802.11ac Wi-Fi standard. It is designed for aircraft of all sizes, including general, business and commercial aviation, as well as rotor wing and vertical lift platforms.

For more information, visit ccxtechnologies.com.

Venue Smart Monitor with HD Airshow



Flightcell Software Defined Receiver allows operators to listen to their favorite radio station or monitor their company frequency.

Collins Aerospace

Collins Aerospace has released the versatile Venue Smart Monitor as a next-generation enhancement to the Venue cabin management system product line.

"The feature-rich Venue Smart Monitor becomes a centerpiece of a personalized cabin passenger experience," said Senior Marketing Manager Ashley Ring.

The smart monitor offers two high-definition galley touchscreens with three bulkhead size options for flexible configurations. It's designed with a powerful internal processor and embedded smart technology, with 4 terabyte internal solid state drive option and HDMI and USB inputs.

The Venue Smart Monitor allows simple software updates, third-party add-ons and flexibility for owners to incrementally grow their in-flight entertainment and CMS capabilities at their own pace.

Utilizing the same hardware, Collins also has developed a new all-in-one in-flight entertainment solution that combines the Venue Smart Monitor with the latest high-definition Airshow moving maps and entertainment packages, and is available for all aircraft sizes.

With the Venue Smart Monitor with HD Airshow, "there's no need to install a display or control box under the floor. Collins has put it all in one singular installation, eliminating extra hardware wiring and access space," Ring said.

For more information, visit collinsaerospace.com.

Flightcell

The new Flightcell Software Defined Receiver provides greater situational awareness and locator capabilities for aircraft operators.

The Flightcell SDR can monitor radio frequencies between 25 kHz to 2 GHz. It can either be a stand-alone unit or be added as an additional feature to the Flightcell DZMx or DZMx Plus cellular and satellite communication systems.

Users can control SDR wirelessly over Wi-Fi either by using Flightcell's PED Connect Radio App or on the unit. The device currently receives AM, FM and narrowband FM frequencies, ADS-B In on 1090 MHz, UAT on 978 MHz and Marine AIS on 162.0 MHz.

The Flightcell SDR allows operators to "listen to your favorite radio station or monitor your company frequency. Free up a radio transceiver while receiving the latest ATIS information or monitoring Marine Channel 16 or VHF 121.5," said Account Manager Philip Hutchings.

Operators can enhance their situational awareness by connecting their electronic flight bag via Wi-Fi. For vessel locator capability, Marine AIS information received on 162.0 MHz can be displayed on the DZMx Connect Moving Map.

"Further development is currently underway to introduce additional frequencies as per customer requests, as well as partner development with ForeFlight and OzRunways to display AIS data on electronic flight bags," Hutchings said.

For more information, visit flightcell.com.

Garmin

Garmin has released an all-digital, Doppler-enabled weather radar featuring auto-mode displays in 16 colors – four times more than traditional weather radar – to simplify operations and enhance situational awareness.

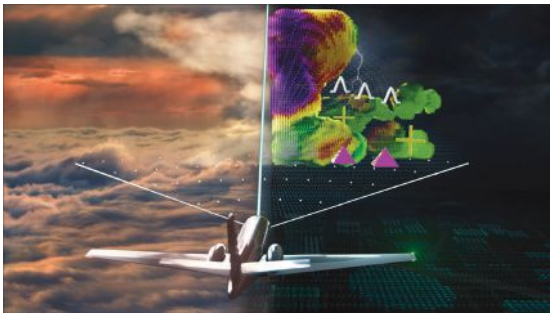
The GWX 8000 StormOptix features include weather avoidance technology, automatic threat analysis, turbulence detection alerts, and advanced hail and lightning prediction tools. Multiple radar sizes are available at 10, 12 and 14 inches.

This product is compatible with the G1000 NXi, G3000 and G5000 flight decks, and is available for retrofit on approved aircraft equipped with a GTN Xi navigator and TXi flight display. GWX 75 owners can upgrade via software purchase.

Continued on following page...

NEW PRODUCTS

Continued from page 15



Garmin brings StormOptix Weather Radar compatibility to thousands more displays.

During the AEA Convention, Director of Aftermarket Sales Jim Alpiser also announced a complete avionics modernization program for the Cessna Citation CJ2. A supplemental type certification will bring advanced capabilities to the CJ2 cockpit, including safety-enhancing and connected aircraft management technologies.

"This new STC includes just about everything a CJ2 operator could want, including flight displays, EIS (engine indication systems), navigators, autopilot and so much more," he said.

In other news, Garmin also has released two new slimline radios, the GTR 205 Comm and GNC 215 Nav/Comm, which fit in a wide range of panel configurations and replace the similar-sized SL30/40 and other legacy radios.

For more information, visit garmin.com.

Genesys Aerosystems

Though Genesys Aerosystems has been in business for more than 40 years, the purchase of the company by Moog Inc. about three years ago is what has allowed it to reinvigorate its product and STC development, said Director of Sales and Marketing Jamie Luster, who had many announcements for the helicopter market.

Most recently, it has added the UH-60L helicopter model to the Genesys Avionics Suite Upgrade STC, which provides a complete modernized avionics suite with four IDU-680 electronic flight instrument system displays, integrated audio management and three-axis IFR-certified HeliSAS autopilot. It also has a Pilatus PC-7 Avionics Upgrade STC in the final stages.

Genesys NanoADC

Other company announcements at the AEA Convention included:

- The Genesys EFIS Smart Displays offer proven performance on helicopters and fixed-wing platforms.
- The new Genesys NanoADC ultra-compact air data computer is a solution for unmanned and optionally piloted platforms.
- The Genesys IDU Series EFIS has more than 5 million flight hours in worldwide operation, demonstrating the IDUs are robust and reliable in all environments.

Enstrom also has selected Genesys Helicopter Autopilot for the Enstrom 480B, and Columbia Helicopters selected the Genesys Avionics Suite for Model 234 Chinooks.

For more information, visit genesys-aerosystems.com.

Gogo Business Aviation

This year's AEA Convention NPI sponsor, Gogo Business Aviation, provided an update on "what's now and what's next" for the company's current and future products.

"We have tremendous opportunities to continue to upgrade our classic air-to-ground systems and connect new customers with the AVANCE L5 and L3, as well as the 5G solution that's coming at the end of the year and our global broadband system," said Vice President, Aftermarket, David Salvador (pictured).

Today, more than 4,000 AVANCE connectivity

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Continued from page 16

systems are in service on aircraft, with nearly 2.5 million flights using the platform over the past couple of years alone, reported Salvador. As a new feature, the software-centric AVANCE now offers convenient over-the-air software upgrades that facilitate updates to the aircraft without technicians ever having to come on board.

Gogo 5G is designed to provide business aviation connectivity in the North American market, across the contiguous U.S. and into Canada, and "the network is done and ready to go," Salvador said. "Our customers are demanding on connectivity and bandwidth, and 5G will be bringing that at the end of this year," he said, noting that shipments of Gogo 5G will begin by that time.

The company is focusing on the future of versatile hardware with its Gogo Galileo HDX global broadband connectivity system, in testing at the company's Broomfield, Colorado, headquarters. It also is in the process of fully transitioning its existing ATG network from older EVDO cellular technology to the latest LTE technology, with work expected to be completed by the end of 2025.

For more information, visit gogoair.com.

Guardian Mobility

"People in our industry have always thought the SATCOM is too difficult or too expensive, but not anymore," said Director of Business Development Giles Peeters, noting that recent disruptions within the mobile satellite services industry have had positive effects for many companies.

"Today, narrowband and broadband services are commonplace, but we are providing that mid-band capability that so many people have wanted for so long," he said.

Designed and manufactured in Ottawa, Canada, to be cost effective and easy to install, the Guardian Mobility G6-S terminal utilizes a bi-directional mid-band 88 kbps CST modem for use with the Iridium Certus satellite network.

Guardian Mobility G6-S

It uses IP data protocol and has multiple interfaces, such as Wi-Fi, to ensure simple application integration. The DO-160G and MilSpec design have made it the ideal solution for UAVs and drones that require beyond-visual-line-of-sight critical telemetry.

Other key features include voice, voice-over-internet and push-to-talk; real-time image, health monitoring and telemetry; automated flight following; and enhanced aerial firefighting. As one application example, "we can do things like in-flight monitoring of patients where hospitals can see the in-patient data and images while in flight, before (the patients) reach the hospitals," Peeters said.

For more information, visit guardianmobility.com.

Jupiter Avionics

Jupiter Avionics announced eight new products at this year's AEA Convention.

From the company's audio accessories product line, the JA55-015 is a 15-watt, Dzus-mounted panel loudspeaker. "If you have a need for announcements or alerts in the cabin, this might fit the bill," said Sales/Marketing Director Bryan Hart.

JA55-015

The JA39-605 and JA39-875 low-impedance headset adapters are for high-impedance general aviation aircraft environments, with easy plug-and-play and no power required.

Power likewise is not required for the JB39-300 and JB39-401 low-impedance microphone and headset adapters, which are remote-mounted.

"The JB 39-300 is meant for use with a single headset, whereas the JB39-401 has four connections, allowing you to connect up to four low-impedance headsets," Hart said.

Jupiter also offers the following glove box models:

- JA72-406 with USB-C charger
- JA72-408 with USB-A and USB-C charger
- JA72-410C with USB-A and USB-C charger

Dallas Avionics has the full Jupiter Avionics catalog in stock and ready to ship.

For more information, visit jupiteravionics.com.

Continued on page 20...

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NEW PRODUCTS

Continued from page 18

Laversab's ARTS-7000

Laversab

Offering a simplified way to do avionics testing, Laversab announced the release of two new functions for the ARTS-7000 avionics radio test system.

Designed to meet all aircraft radio test requirements in a single unit, the ARTS-7000 is controlled wirelessly – whether from inside the cockpit or around the aircraft. Controls are via a simple yet intuitive touchscreen interface. The unit is built to reduce upfront costs, simplify aircraft testing, and cover both current and future radio test requirements, for general, commercial, helicopter and military aviation platforms.

Laversab has released two new functions for the ARTS-7000:

- Altitude monitoring, which allows users to exercise the aircraft altimeter while simultaneously reading the transponder altitude values.
- CPDLC Test Over VDL Mode 2, which simulates a ground station connection to the aircraft to verify that VDL radio and the CMU are performing correctly.

Other ARTS-7000 system features include a wireless controller, removeable battery, power meter, frequency scanner, couplers and expandable capabilities.

For more information, visit laversab.com.

Mid-Continent Instruments and Avionics

True Blue Power, a division of Mid-Continent Instrument Co. Inc., released two new battery products during the AEA Convention.

Designed for a 28V electrical bus, the TS28 Emergency Battery Power Supply provides DC power for aircraft loads, such as emergency lighting and critical equipment in the event of main aircraft power failure. It is a drop-in replacement for emergency lighting batteries on Cessna Citation 550, 560, 650, 680, 680A and 700 series aircraft.

TB50

Easy to install, easy to remove and field replaceable, the rechargeable battery pack shortens maintenance timelines and extends product life. For example, while other emergency lighting batteries are replaced every six to 12 months, "with the TS28, you're getting a four- to six-year battery life," Director of Aftermarket Sales and Support Van Winter told attendees.

The TS28 also utilizes a nickel metal hydride (NiMH) battery technology that offers improved performance and reduced memory effect compared to competing battery options like nickel cadmium (NiCad).

The Gen5 TB50 Lithium-Ion Aircraft Battery is True Blue Power's newest main ship battery, a same-size replacement for standard 44 amp-hour batteries with more power, less weight and no maintenance. Compatible with 126 aircraft models, the 50-amp hour TB50 is 50% lighter than legacy lead-acid batteries, protects the engine, extends component life and offers Gen5-level intelligence with real-time monitoring.

For more information, visit mcico.com and truebluepowerusa.com.

Shadin Avionics

For over 40 years, Shadin Avionics has provided avionics expertise to both military and commercial aircraft applications. At the AEA Convention, the company presented several new avionics solutions to address three pressing challenges encountered by general aviation technicians.

AIS-450 Digital Attitude Converter

First, to address the problem of installing 5G-resistant radio altimeters that interface with existing avionics, the company

Continued on page 22...

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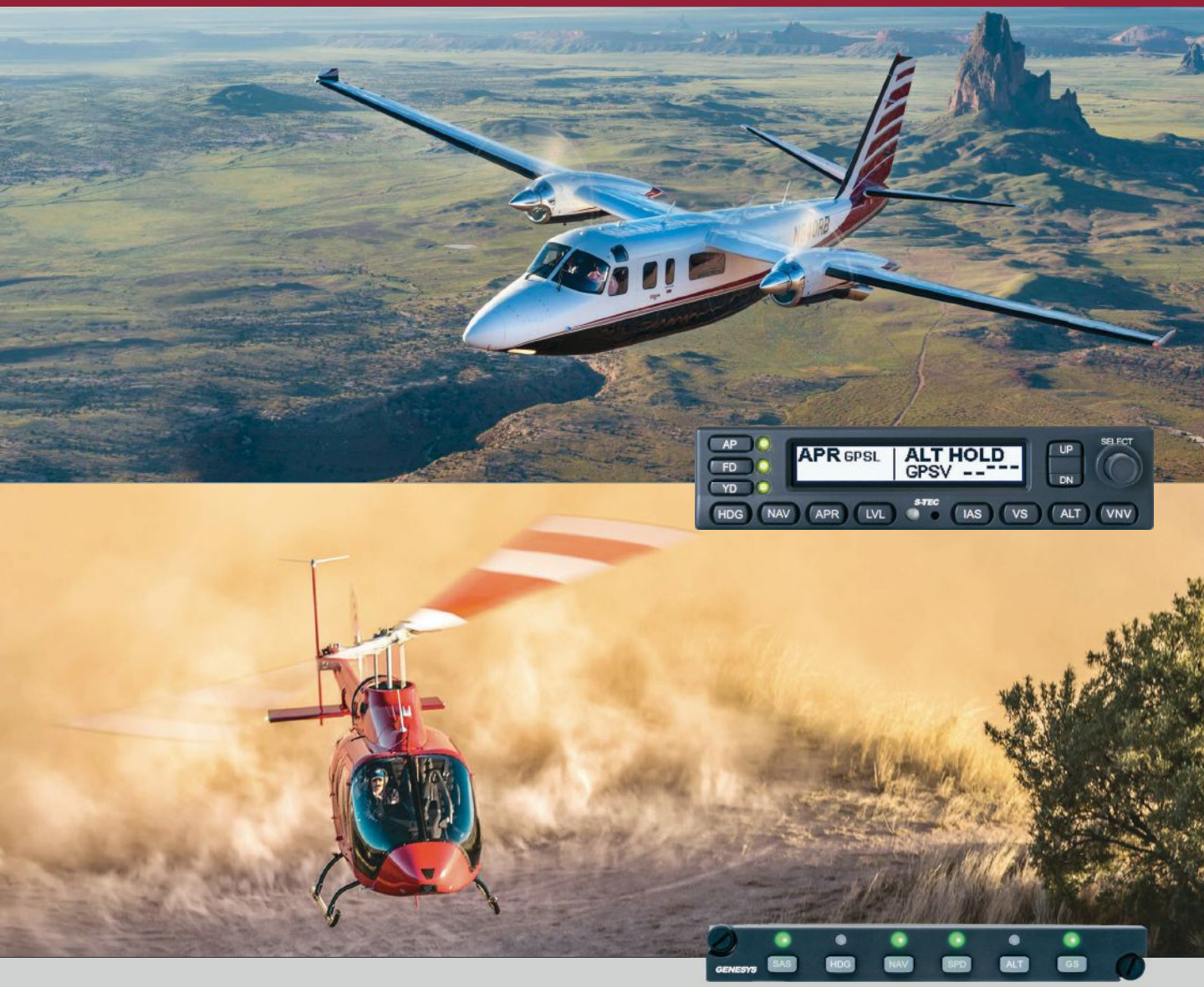

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Genesys-Aerosystems.com

Continued from page 20

developed a new Digital-to-Analog Radio Altimeter Converter called DARALT. “We take those new digital outputs out of the radio altimeters and bring it to analog and older type of avionics,” said CEO Mike Ingram. “This will convert your ARINC 429 into analog outputs and also the trip points or call-outs in an aural enunciator-type environment.”

For the second problem – installation of new inertial navigation systems into an older aircraft needing synchro or analog inputs – Shadin developed the AIS-450 Digital Attitude Converter to take digital ARINC 429 output and convert it into a synchro or analog roll, pitch and heading output for legacy helicopters and fixed-wing aircraft.

To address the third problem – existing fuel flow transducer failures – Shadin created a new Low Flow Transducer for helicopters and fixed-wing piston aircraft. As a plug-and-play replacement for Floscan or other existing transducers, the product maintains high accuracy and reliability at low flows.

For more information, visit shadin.com.

SmartSky Networks

SmartSky Networks has built a next-generation air-to-ground network across the United States offering high speed and low latency. “The highly reliable network allows operators to not only rely on internet connections, but the ability to move large data on and off the aircraft,” said Vice President of Air Transport and Digital Solutions Sean Reilly.

“This game-changing platform is why we recently received an Aviation Week Laureate Award for our LITE system, the first streaming-level connectivity for small jets and turboprops,” he said.

It is against this backdrop that SmartSky Networks has released its new Fleet Management Tool to enhance the ability of aircraft and their performance on the ATG network.

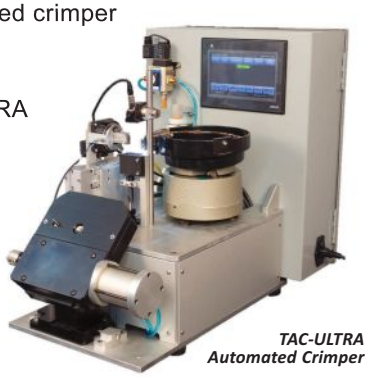
The Fleet Management Dashboard allows aviation maintenance staff to easily monitor, troubleshoot and answer the question: Is it the network, or is it the hardware?, said Reilly. The user-friendly dashboard provides network health maps, network status data – including aircraft operational and maintenance system status, connectivity status and flight status – as well as other fleet data.

Reilly noted that the new Fleet Management Tool does not change the company’s relationship with value-added resellers like Honeywell, which remain key partners for service and support.

For more information, visit smartskynetworks.com.

Tri-Star Technologies

A leader in novel laser solutions and automation since 1994, Tri-Star Technologies has over 15 patents for laser marking, automation and plasma technology across multiple industries, including aerospace and defense. Now, the TAC-ULTRA Automated Crimper is the newest offering in the company’s automated crimper product line.



TAC-ULTRA Automated Crimper

The MIL-SPEC-approved TAC-ULTRA “combines features and capabilities of several of our other crimp systems into one unit, making it a truly versatile machine,” said COO Katie Kerner.

The unit’s production rate is up to 900 crimps per hour – a crimp every four seconds – which automates and simplifies what is traditionally a manual, time-consuming and laborious process.

“The TAC-ULTRA adds repeatability, reliability, quality control, fraud prevention and production rate value for our customers. Because it uses a camera and gripper system design to determine the contact orientation, this one unit can now accommodate shoulder contacts, shoulderless contacts and contacts with retaining rings and clips,” Kerner said.

Tri-Star Technologies products are certified, approved and installed at all major aerospace companies around the world.

For more information, visit tri-star-technologies.com.

Continued on page 24...

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InSight Flight Deck Upgrade

Universal Avionics

Universal Avionics is keeping its focus on the aviation technology challenges and needs of the next decade with the release of its new InSight Flight Deck Upgrade for the Falcon 2000 and 2000EX.

"InSight is our latest generation of EFIS (electronic flight instrument system), bringing powerful computing, powerful graphics and enabling your customers to fly well into the 2030s," said Vice President, Business Development, Marketing and Services Marc Bouliane.

InSight is modern and sustainable, offering the industry's brightest high-resolution NextGen glass cockpit, according to the company. With STC achieved in December 2023, the system delivers NextGen compliance, enhanced situational awareness and increased payload and efficiency. The 84 pounds of additional payload enable LPV and RNP precision approaches down to 0.3 nautical miles, saving 15 minutes on a typical flight.

The system also provides simplified workflows to help users focus on their mission, with graphical flight planning, touchscreen and key-based controls, and bi-directional interactions with iPad electronic flight bags.

Universal Avionics was the first company to certify its synthetic vision system, and InSight now includes the company's second-generation SVS, noted Bouliane. The comprehensive map is feature-rich and context-dependent, displaying high-resolution terrain and more.

InSight also has automated database updates, two-way flight management system interactivity, and aircraft data collection and performance insights.

For more information, visit universalavionics.com.

VIAVI Solutions

The AVX-10K is VIAVI's comprehensive flight line test solution, providing avionics technicians with an easy-to-use instrument for many maintenance needs. Now, the company has released four new features for the AVX-10K to help improve productivity.

A guided test feature for all navigation applications (ILS, VOR, DME, TACAN) saves technician time and simplifies training for new staff. It helps automate work cards, test processes and instrument setup for fast, consistent and repeatable testing.

The altitude streaming feature improves 91.411 testing time. To support 91.411 altimeter testing, VIAVI has added a data-streaming feature that air data manufacturers can integrate into their process to verify transponder altitude data. When enabled, the AVX-10K will report altitude, airspeed, tail number and address to an air data test set. With this feature, air data manufacturers can free up personnel and ensure consistency in data recording.

An administrative lockout feature for security purposes provides a supervisory mode where setup and editable parameters can be entered and locked. If utilized, the daily user would only be able to run and save tests. This feature simplifies tasks for the technician while ensuring consistency in testing by preventing any change in setup parameters.

A new TACAN software option also supports the testing of government- or military-equipped aircraft.

For more information, visit viavisolutions.com. ❑

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BEING A GREAT CUSTOMER

At most shops, it means more than just paying your bill

Photo by Bob Reed

Shops spend a lot of time preparing regulatory paperwork to support their work. It's your job to keep it safe and readily accessible when they need to revise it.

STORY BY LARRY ANGLISANO

You carefully spec'd the equipment and have finally come to grips with the eye-watering investment for the new avionics suite you're about to have installed after picking what you hope is going to be a good shop to do the installation and support it (and you) for years to come. The hard part is done, right? Wrong – it's just the beginning. Your next chore is being a stellar customer. Here's how and why it can pay back tenfold.

Clean slate

The good news is that like any new relationship, you have a fresh start. The bad news is the shop will give you one chance to prove that you are a good customer before you become the talk of the hangar. They really don't know how you'll abide to final payment terms, scheduling and work delays because of parts shortages, and the other stresses that tag along with big avionics projects. On the same token, you're not completely sure how the shop will perform, either. This is but one reason to find an AEA-member shop you like and stick with it. But that isn't always possible. Maybe you moved, maybe your old shop went out of business, the scheduling didn't work, or maybe you had a falling out with your old shop for whatever reason.

Being a great customer starts long before you commit to any work. It starts by being a good communicator on the first contact. This means going in at least somewhat informed of the product line, knowing what the equipment costs and what it is you want out of the upgrade. Good shops pick up on this preparedness and buyer confidence (not know-it-all arrogance – there's a big difference and shops are sensitive to it). And preparedness for the project means bringing the aircraft to the shop so it can properly quote it. In an age where installation complexity is at an all-time high, surprises add to the complexity (and downtime and final cost), but many unforeseen issues can be avoided if the shop looks at the wiring and condition of the aircraft before it gives you a quote. While that still isn't a guarantee there won't be surprises (and cost overruns) once the shop gets into the job, it should be more realistic with the price. Additionally, if you get more than one quote (you should), it's a level playing field when all quoting shops see the aircraft and know what they're dealing with.

During the visit, play an active role in the process by sitting in the aircraft and brainstorm with whoever is quoting the job and discuss the layout, space constraints, problem wiring and accessories and options. Specifically ask if there is any concern that problems might arise once the job is underway. While you're at it, express your desire to play an active role in the upgrade. That means planning visits to check on progress while also making yourself available when there are decisions to be made along the way. It's frustrating when a shop is faced with a decision that requires your input or

Continued on following page...

Photo by Larry Anglisano

Bring the maintenance logs when arriving for service, and bring them back home when you retrieve the aircraft. Lost logbooks means a huge hit for the aircraft's value.

Photo by Larry Anglisano

ABOVE: Cessna T210 owner Scott Dyer played an active role in the planning and progress of the Garmin installation in his airplane. That strengthened the relationship with the shop and made for a smoother delivery at the end of the job.

RIGHT: Patience matters. Don't underestimate the amount of time it takes to reassemble the aircraft's interior after a big project. That means adding a few more days to the shop's completion estimate, especially for custom interiors.

BEING A GREAT CUSTOMER

Continued from page 27

approval and it can't contact you because it holds up the job, and others that the shop may be working on next. On the other hand, make it clear that you don't want to get in the way. Shops don't like over-communicators because it's a distraction and time burner, but they appreciate the right amount of interaction.

Scott Dyer, a savvy customer who recently invested big in a Garmin upgrade for his Cessna Centurion, drove over 1 ½ hours each way multiple times when his bird was in the shop for the work and used it as an opportunity to both learn about the retrofit process and bond with the technicians working on the airplane.

"I enjoyed the time spent during these visits and learned a lot about the project, my airplane and the folks working on it," he said. This truly strengthens the business relationship, adding a level of trust and respect on both sides.

Payment and paperwork

Speaking of respect, one way to earn it is to show the shop you understand it is running a business, with a financial responsibility to the employees, vendors and the future of the shop. After all, it needs to be around to support the install. There are payment terms and payment milestones in place for good reasons. Notoriously, shops (especially smaller ones) struggle with cash flow issues because, face it, there's a lot of overhead, and profit margins aren't huge.

Continued on page 30..

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BEING A GREAT CUSTOMER

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It isn't uncommon for a shop to require two-thirds of the project's price up front to keep the accounting healthy. Since it generally has 30 days to pay for the equipment and install supplies, shop managers rely on and expect customers to pay per the terms. A sure way to get sideways with a shop is to show up with an excuse that you forgot your checkbook. Think about your own business or work where you expect to be paid on time. Plus, you wouldn't show up at a car dealership's service department to retrieve your wheels without paying, would you?

Preparedness also means bringing the required paperwork – aircraft maintenance logs, weight and balance reports and flight manual supplements – to your appointments if the shop asks for it. This goes for follow-up visits, including software upgrades, when the shop might need to revise the paperwork that's in place. Never leave the logbooks and other critical records with the shop for extended amounts of time because the value of the aircraft hangs in the balance. Flight manual supplements that support STCs and mods are technically part of the flight manual, and legally, they need to be on board. Plus, you paid dearly to have them created, and they will cost a lot of time and money to recreate.

> "BEING A GREAT CUSTOMER STARTS LONG BEFORE YOU COMMIT TO ANY WORK. IT STARTS BY BEING A GOOD COMMUNICATOR ON THE FIRST CONTACT."

Drop off and pick up

Another thing that will perturb a shop is dropping the aircraft off cluttered with personal stuff. This means headsets, portable electronics, relief bottles and all the other stuff we fly with. The shop has enough responsibility properly caring for removed components during the job, and it doesn't need to store and accept responsibility for valuable items.

While good shops know how to care for an aircraft as if it were their own, bring a cabin cover, inlet plugs and other accessories should the aircraft park in the elements and ask the shop to use them. Additionally, shops appreciate when customers point out flaws in paint, interior components and plexiglass. Walk around the aircraft with the shop member and make note of issues.

I remember one customer who dropped off his Piper for avionics work shortly after a rotten paint job. When he picked it up a few weeks later and did his preflight walkaround, he requested the shop manager come outside to the aircraft and asked why the avionics shop felt the need to paint his aircraft. Turns out the aircraft was parked in the sun at an angle that revealed some obvious orange-peel paint finish that the owner never saw until now. You can bet his accusations stressed the relationship. Another owner became the talk of the hangar when he went out to the aircraft and found his audio panel didn't work. With a lobby full of customers, he stormed back inside yelling (and swearing) that the shop screwed up his audio. When the shop manager went out to the aircraft, he found the audio panel was turned off because the technician in his final testing was trying to save voltage and forgot to turn it back on. You can bet the customer's behavior put a strain on the relationship.

Growing pains

Face it, big installations mean there will likely be some outstanding squawks to deal with, and many aren't obvious until you start flying the aircraft on a regular basis. Don't schedule important trips until you've put some time on the new suite and accept that you'll have to come back to the shop for tweaks. This is not the green light to hold back final payment, and shops will rightfully argue that this is what a warranty is for.

Moreover, stick with the installing shop even if you become frustrated in their seeming inability

Continued on page 32...

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BEING A GREAT CUSTOMER

Continued from page 30

to fix something quickly. Shops generally won't cover other shops' labor costs as part of their own warranty coverage unless it's worked out ahead of time. Speaking of other shops, it's also worth mentioning that you won't earn great-customer status by going to a competing shop for major work and another for small work. Loyalty matters – a lot – in this business. As one shop manager put it: "The size of the job is generally irrelevant, but a huge factor is when a customer is consistent with small jobs, then takes the big job somewhere else, then comes back to get the big job fixed."

Talk them up

Shops sure appreciate customers who are good communicators. That means speaking up when something is bothering you because shop managers aren't mind readers, though they should be in tune with their customers. Plus, when you are happy, tell others about it.

"If a shop is fortunate to have a customer base that recommends the shop to others, the shop does not have to spend as much time and money advertising," one manager said.

Flipped around, the fact that you've proven to be a great customer could help you get the best service at other shops, too. It's a small industry, and at a time when shops are being selective when taking on new clients, your great-customer status could spread and get you in the door at a maintenance shop, as an example. On the other hand, be careful about burning bridges. If you blow appointments, don't pay your invoices on time and are difficult to deal with, your reputation spreads faster than you might think. That surely isn't the way to get great service when you need it the most. ❑

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SOUND SHOP ADVICE FOR PILOTS

5 steps to the perfect post-maintenance preflight

STORY BY DALE SMITH

We have all heard horror stories about some unfortunate pilot having an in-flight emergency or accident during their first flight after some kind of maintenance. It happens far too often.

So often, in fact, that the General Aviation Joint Safety Committee and the National Transportation Safety Board issued a report stating that "a significant number of general aviation fatalities could be avoided if pilots were to conduct a thorough preflight inspection of aircraft that have just been returned to service."

The report went on to say, "In-flight emergencies have been the direct result of maintenance personnel who have serviced or installed systems incorrectly. In many cases, although the maintenance personnel made the initial mistake, the pilot could have prevented the accident by performing an advanced preflight check."

Yes, troubleshooting or installing avionics is considered maintenance. Anytime anyone does any inspection, installation, or maintenance to an airplane, it's the pilot's responsibility to check and recheck everything to ensure the aircraft is fit for flight.

With the help of some experienced avionics shop insiders, we've created this list of the top five steps pilots can take to ensure the next post-maintenance preflight is everything it needs to be.

WITH THE HELP OF SOME EXPERIENCED AVIONICS SHOP INSIDERS, WE'VE CREATED THIS LIST OF THE TOP FIVE STEPS PILOTS CAN TAKE TO ENSURE THE NEXT POST-MAINTENANCE PREFLIGHT IS EVERYTHING IT NEEDS TO BE.

STEP NO. 1: *Understand the importance of the preflight*

Sure, preflighting an airplane is one of the first things that student pilots learn. Unfortunately, it's one of the first things we start to cut corners on when we become licensed pilots. As creatures of habit, few pilots take time to give each item on the aircraft's preflight checklist the attention it deserves.

While every line item on the airplane's preflight checklist should be scrutinized before every flight, even greater care should be exercised before that first post-maintenance flight. In fact, it's a good idea to assume there is something wrong.

Yes, I know this won't be a popular idea with maintenance and installation professionals, but even the best make mistakes.

Again – I can't stress this enough – as the pilot in command, it's your responsibility to be the Sherlock Holmes who uncovers any potential problems, thus saving the day.

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So where do pilots look for clues? The best place to start is having a detailed conversation with the people doing the actual work. Make a list of what components and systems they disconnected, removed, changed, or just put their hands on during the process.

"There have been situations where folks have taken off after maintenance, and the controls have been cross-rigged, causing a crash," stated Thom Duncan, president of Thom Duncan Avionics in Fayetteville, Tennessee. "When we do an autopilot installation, for example, we have to unrig parts of the control system. Don't just expect the ailerons, elevators, rudder, and trim tabs to move in the right direction; visually verify that movement from inside and outside the cockpit."

In one instance, a corporate jet was returned to service after work by an OEM-owned shop. When the pilot was reaching rotation speed, he felt an unusual vibration in the yoke. Fortunately, he was able to safely abort the takeoff.

After taxiing back to the MRO, they inspected the elevator and found the trim had not been reattached properly. Had they checked it during the preflight, there's a good chance it would have been found and fixed.

STEP NO. 2:
Pilots, know thy airplane

Knowing if the controls are moving in the right direction at the right time is elementary, but there's more to it. The next question should be whether their movements feel "right" in your hands.

"The pilot of the aircraft should know – likely better than anyone else – if they're really getting full travel and if there is any unusual binding when the controls are moved," explained Mark Lee, president and CEO of Forge Flightworks in Smyrna, Tennessee. "It's unlikely, but it's still something you need to confirm. Also, along with verifying the correct directional movement, it's a good practice to take hold of the control surfaces and trim tabs to confirm that they are attached securely."

> "KNOWING THE FUNCTIONALITY AND ACCURACY OF THE CURRENT INSTRUMENTS AND DISPLAYS IN THE AIRPLANE CAN PLAY A HUGE ROLE IN DETERMINING IF EVERYTHING IS WORKING CORRECTLY WHEN THE WORK IS COMPLETED."

I know of one instance where a wiring harness was installed behind the panel on the aircraft's pilot side, limiting the yoke's aft (elevator up) travel. The technician checked the travel and felt it was correct. But when the aircraft owner got his hands on the controls, he immediately knew something was amiss. The problem was quickly identified and rectified. No harm. No foul. This time, anyway.

To this end, Jake Clemens, director of maintenance for Daytona Aircraft Services in Florida, suggested that aircraft owners begin post-maintenance preflight before delivering the airplane to the shop.

"As maintenance people, we try hard to leave things exactly as we find them, but in reality, we may not be as good as we think. It's a good idea for the pilot to pay attention and to note the position of switches that they may not touch a lot," Clemens said. "Some things you may never turn off may be turned on, or vice versa. Pilots need to know how the aircraft was when they last flew it and ensure everything is in the same position before they fly it again.

"We tell our customers to leave themselves plenty of time when they come to pick their

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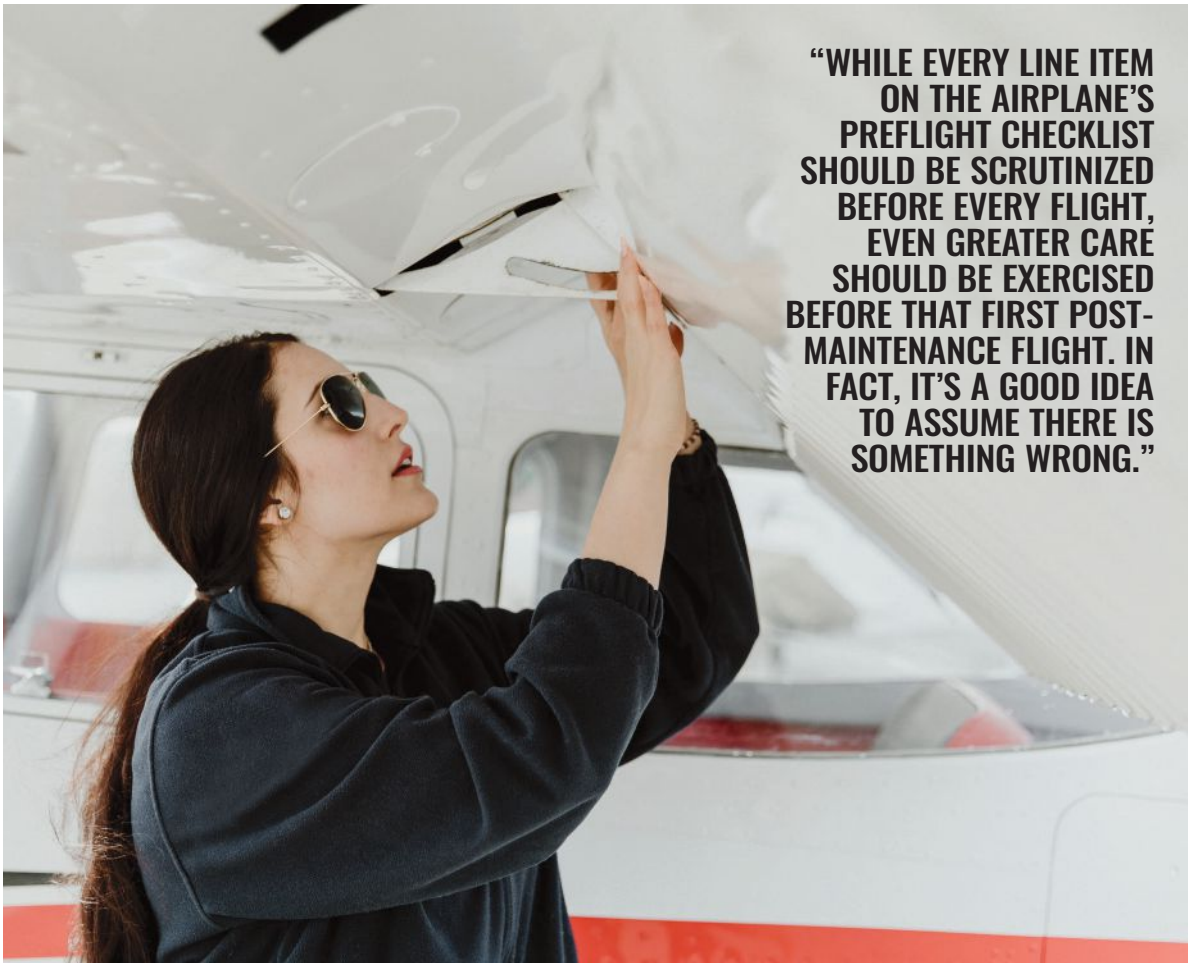
"WHILE EVERY LINE ITEM ON THE AIRPLANE'S PREFLIGHT CHECKLIST SHOULD BE SCRUTINIZED BEFORE EVERY FLIGHT, EVEN GREATER CARE SHOULD BE EXERCISED BEFORE THAT FIRST POST-MAINTENANCE FLIGHT. IN FACT, IT'S A GOOD IDEA TO ASSUME THERE IS SOMETHING WRONG."

Photo from Shutterstock.com

SOUND SHOP ADVICE FOR PILOTS
Continued from page 36

aircraft up. This is no time to gloss over anything on your checklist."

And that allotted time must include a detailed inspection of the airplane's interior and exterior. (Here again is where having a detailed list of the work performed is a great benefit.)

For example, do the seats track and lock properly? Are all the various access and inspection panels installed and tightened correctly? Are the antennas attached firmly? And if your airplane has a T-tail, you'll need a ladder, which your installer or MRO should be more than happy to provide, to check the connection and movement of the elevator and trim.

"It's also good practice to open and inspect things under the cowling, particularly if you have had any engine-related equipment installed or maintained," Lee added. "Does everything look right? Are there any tools left in there? Are all the wires, cables, and hoses connected? Does the cowling latch securely?"

Here's a pro tip: Wear old clothes. In many instances, you're going to have to get up under the airplane to put your eyes and hands on latches, antennas, inspection plates, and the like. Also, take extra care when checking the level and quality of the fuel. The airplane may have been outside for weeks.

And if you've replaced your analog fuel gauges with electronic displays, take time to visually verify that they are calibrated correctly. Like with

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your controls, make sure that the “E” and “F” needles are pointing in the right direction.

STEP NO. 3: *Post-maintenance preflight starts before maintenance begins*

All three of our avionics shop experts stressed the need for aircraft owners to provide the shop with detailed lists of any recent changes or irregularities they’ve experienced in their aircraft systems and operations.

“You’d be surprised at how many owners remember something that we need to know about or take a look at while the airplane is in our shop,” Lee said. “That’s a big part of how we put together our preinstallation checklist. Before we touch anything in the panel, we go through each avionics component so we know what’s working correctly and what isn’t.

“That includes taking photos of the entire airplane, inside and out. Customers can do the same, and that’s a good idea. The airplane can be in our shop for two or three months, and the owner/operator may forget some of the details. This way, if there’s any question, they can refer to those images.”

“Knowing the functionality and accuracy of the current instruments and displays in the airplane can play a huge role in determining if everything is working correctly when the work is completed,” Duncan added. “It may not be so important with digital displays, but when you’re dealing with analog pointers, it’s a huge deal.

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"Just like a broken clock is right twice a day, a centered needle, an on-course needle, and an inoperative needle all point in the same direction. If we don't know this or do our detailed tests, we won't know it's not working. That can add hours of unnecessary troubleshooting to an installation."

Another thing you should consider early in the process is finding an experienced and qualified pilot to fly with while learning how to use new avionics. Remember, most Part 145 avionics shops are not qualified to provide any flight instruction, and it may take some time to find someone who can legally help with that.

"While our technicians are highly qualified to rip apart your airplane and install all of this fancy new equipment, they aren't experts in using it. Nor are they qualified to fly your airplane," Clemens said. "Even for seasoned aviators, my biggest recommendation is to secure the services of an experienced flight instructor for your first flight with the new equipment. Having someone who can take the workload off while you stare at your new touchscreens will help immensely."

STEP NO. 4: *Know what your new equipment is meant to do*

There's a reason every airplane comes with a detailed preflight checklist in the pilot operating handbook; each is slightly different than the rest, so it has different things to check. It's the same with the preflight requirements of new avionics.

You can't perform an adequate preflight if you don't know how your new systems are supposed to perform. How else will you know if

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everything is operating as advertised?

"It will help a lot to know what you are testing and why," Clemens explained. "We tell our customers to take the initiative to educate themselves on whatever equipment they are paying a rather large sum of money for us to install.

"Most major avionics manufacturers offer very comprehensive training programs on their products. For example, Garmin's online training offering is only second to their in-person courses. The courses are excellent. I've taken several of them myself more than once and have learned more than I thought possible each time."

While watching videos or completing other online training is highly recommended, you can still learn a lot by just reading the unit's pilot operating handbook. Along with being your "on-demand" refresher tool, it offers other benefits.

"The other thing that's important about reading the POH is that it can often prompt the pilot to ask specific questions of the installers about how that unit should interact with the other equipment in their panel," Lee said. "Again, you won't know if the unit is operating correctly unless you clearly understand how it is meant to work."

He went on to stress that an in-depth preflight is the time to make sure you're getting all of the new features for which you are paying. Today's avionics have a lot of features and capabilities that have to be activated during installation. It's not that uncommon for something to get overlooked. Now's the time to confirm everything is as it should be.

Also, while it's rare today, in some installations where the shop is integrating new digital equipment with some legacy analog instruments, the pilot may have to flip a toggle switch to select one input or another.

You need to know what's controlling what and that all the required placards are in the right place.

It can be quite detailed, and you expect you can plop yourself in the left seat, hit the master switch, and expect everything to work in total harmony; well, you may be in for a rude awakening.

STEP NO. 5: *Create and follow a detailed post-delivery preflight checklist*

While you are diligently studying all of the various pilot operating handbooks that accompany new avionics units, it's an excellent time to make a note of the particular manufacturer's preflight checks for that equipment.

It's often surprising to learn that too many pilots don't know the avionics OEMs have these preflight checks. For example, what is the condition of the backup batteries that power your fancy digital displays in the event of an electrical failure?

"When you turn on a Garmin navigator, it has a self-test broadcast function that you're supposed to check before each flight," Duncan said. "It's an IFR check to make sure all of the various needles and displays move in the right direction. Do you have any idea how many pilots never look at that stuff? Way too many.

"The checklist is just words on a page to most pilots. What they need to do is to understand what all of it means to that airplane from top to bottom."

Of course, the individual equipment checklists and pilot operating handbooks are just some of the documents you must familiarize yourself with before that first post-maintenance flight. You also have flight manual supplements and supplemental type certificates with their own requirements that you need to read and understand.

"These can either suspend, supersede, or amend the aircraft's original POH and checklists," Duncan added. "It's very important for the pilot to clearly understand how it all works together."

Yes, it can all be a bit overwhelming when you first approach it. But, with some planning, effort, and help from your avionics shop, performing a great post-maintenance preflight will be as easy as 1, 2, 3, 4, 5. ❑

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ARTIFICIAL INTELLIGENCE

The next big step in making aircraft safer

STORY BY DALE SMITH

ISSAC ASIMOV'S THREE LAWS OF ROBOTICS

1. A robot may not injure a human being or, through inaction, allow a human being to come to harm.
2. A robot must obey orders given to it by human beings except where such orders would conflict with the first law.
3. A robot must protect its own existence as long as such protection does not conflict with the first or second law.

You have undoubtedly heard about the increasing push to enable commercial operations to require only one pilot. Many air carriers are stating the need because of the ongoing shortage of qualified pilots.

While we're certainly not going to get into that debate here, let's look at one critical element of the equation: If you remove the "right seat," the "left seat" is now saddled with all the workload – and even two-crew flight decks are already too busy.

But as some proponents proclaim, that's an easy problem to solve: "We can use artificial intelligence to handle routine aircraft operations. Look what autopilots can do today."

Well, that's an easy assumption to make. AI is popping up in everything from editing your selfies to targeting spam calls and emails to helping people decide which football games to bet. Today, the majority of AI applications are in rather mundane tasks. But to be fair, there is AI technology at the foundation of programs to develop self-driving cars.

Where AI isn't turning up is in safety-critical applications like flying an airplane. And for good reason.

"As you know, AI is getting more powerful all the

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"AIR-GUARDIAN IS AN AI SYSTEM THAT IS EXTREMELY GOOD AT PAYING ATTENTION TO THE THINGS THAT MATTER TO THE SAFETY OF THE AIRCRAFT. WHEN THE PILOT CANNOT MANAGE THE SITUATION OR THEIR ATTENTION IS DIVERTED ELSEWHERE, AIR-GUARDIAN CAN FOCUS ITS ATTENTION ON THE ISSUE."

– DR. RAMIN HASANI
with the Computer Science and Artificial Intelligence Lab at Massachusetts Institute of Technology

ARTIFICIAL INTELLIGENCE

Continued from page 45

time, but at the same time, it's not that reliable," stated Dr. Ramin Hasani, Computer Science and Artificial Intelligence Lab at Massachusetts Institute of Technology research affiliate and inventor of Liquid Neural Networks. "So the idea is there have to be some routine tasks where AI is better than humans, and others where humans are a lot better than AI.

"We are working on real-world applications for smarter AI – bring intelligence to the world to make progress specifically in human/robot interaction. The robots can be anything and used anywhere – in an airplane, as a personal assistant, search and rescue – there is a spectrum of definitions. But to integrate them into our society, there has to be that element of safety and control."

Safety and control are the operatives here. If you've watched any science fiction movies from the 1950s, you can see the problem: The AI gets so smart it finally realizes it doesn't need the human any longer. Seems that none of the evil inventors ever bothered to read Isaac Asimov's laws.

"We need to ensure the safety of these systems in society," Dr. Hasani continued. "You can't just put a larger-scale AI into a robot and expect it to be explainable and safe, because we still don't understand the AI systems and how they work in every situation. Predictability is difficult."

My AI is more intelligent than your AI

Dr. Hasani explained that one of the root causes of the lack of predictability in most AI systems today is that they are based on feedforward neural technologies. It's like a basic computer program at work. The system receives input (stimulus) and generates an output (action) but receives no feedback on that action or its outcome – right, wrong, or indifferent.

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"If you have no feedback, you have no control," he said. "The system can go wild and even hallucinate a situation and react to that. It's not capable of thinking about what it's doing."

For AI to be reliable and applicable in society and safety-critical situations requires that the human is always in ultimate control of the situation. According to Dr. Hasani, ensuring that level of zero-tolerance safeguard requires a much "smarter" feedbackward system.

"It receives an input, does a little bit of thinking, where it basically looks for additional recurrent or feedback information – and then outputs an action," he said. "This is called a Recurrent Neural Network. The feedback requires that it also has some memory as well so the system can look back at its prior actions and outcomes for reference.

"The more reliable AI is one that always has feedback in it. It uses sequential data processing. It not only processes the information as it comes in and stores it in memory for later comparison, but it also pays attention and learns from that prior experience."

It's a lot like how your brain's recurrent network works. Feedback is essential to learning. And learning is critical to intelligence at any level.

"So what we've done with our Liquid Neural Network is to look into computational blocks of intelligence and put the equations down against each other, and we created a brain-inspired Recurrent Liquid Neural Network," he explained. "It is a very different type of system than what an Artificial Neural Network uses.

"The Artificial Neural Networks also use a discrete-time system for their feedback connections. They compute one step at a time. Then we have the Recurrent Liquid Neural Network that operates in continuous time using the same kind of mathematics that enables your brain to compute in continuous time. There is no time gap between time steps."

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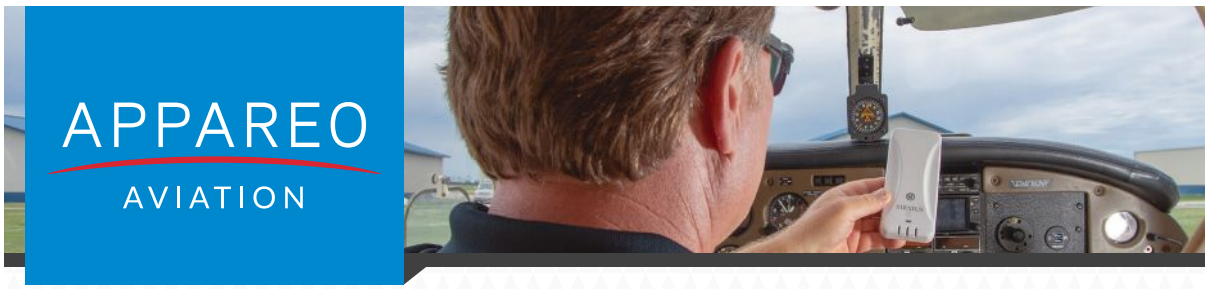

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Continued from page 47

In simple English, the system can go from this moment to the next with no perception of time or distance, just like when you read the last sentence. Forward or backward, all your thoughts are continuous and seamless.

"Compared to conventional neural networks, our Recurrent Liquid Neural Network incorporates an explicit notion of time, and it has shown superior performance at learning casual relationships in sequential vision tasks," he added. "This enables more robust modeling of dynamic environments for the Guardian agent with a more-focused attention to the objectives of a given task compared to alternative AI technologies."

Dr. Hasani also said that another advancement is the development of AI mechanisms that can extract cause and effect from the collected feedbackward data.

"They are not just learning an average of the presentation from the data, but they learn what is truly important from the dynamic's cause and effect," he added. "Now, with a more explainable, powerful and adaptable system, we can actually showcase how it makes its decisions in safety-critical situations."

Introducing Air-Guardian, an ATP-capable AI

So what does this have to do with developing an effective, reliable and controllable AI-enabled co-pilot? Plenty. Well, when you put it all together, you have Air-Guardian, an AI assistant program that's already proven to enhance safety.

"Air-Guardian cooperates with the human pilot to increase safety," Dr. Hasani said. "It combines advanced visual attenuation mechanisms with our new Recurrent Liquid Neural Network controller to enable parallel autonomy between the pilot and the AI system."

He referred to the "visual attenuation mechanism" as a high-end eye-tracking system that allows Air-Guardian to see outside the airplane, giving it the same visual perspective as the pilot.

"It does not directly sense obstacles but instead learns to infer the presence of these threats from visual clues obtained through end-to-end learning systems trained on expert demonstration data," Dr. Hasani explained. "We can use cameras, LIDAR, or radar for the external inputs. The AI system will receive the input to identify the object to identify possible threats or other safety-critical scenarios.

"Eye tracking relies on something called saliency maps, which pinpoint where the pilot's attention is directed. The pilot wears a special pair of glasses with a dedicated sensor that looks into their eyes and tracks movement. That's how the system monitors where your eye is focused and where your attention is centered."

A distracted pilot is a deadly pilot

It's a sad fact that pilot distraction has been and continues to be the root cause of too many aircraft accidents. Air-Guardian was created to eliminate that problem.

"Air-Guardian is an AI system that is extremely good at paying attention to the things that matter to the safety of the aircraft," Dr. Hasani said. "When the pilot cannot manage the situation or their attention is diverted elsewhere, Air-Guardian can focus its attention on the issue."

So here's how it would work: Let's say it's midnight, and we're in the base-to-final segment of the approach. When the landing gear is extended, one of the lockdown lights doesn't illuminate. The three-man crew goes to work figuring out if it's a faulty light or a real gear issue.

In their effort to sort out the problem, the captain accidentally hit the autopilot disengage button on his yoke. Nobody notices. Already in a descending turn, the aircraft continues on until it crashes into the Florida Everglades, killing 101 people.

If you're old enough to remember Eastern Airlines Flight 401, that is indeed the scenario, and crew distraction was the ultimate cause of this catastrophic accident. This incident and others like it are scenarios that Air-Guardian is being developed to eliminate.

It's hindsight now, but none of that would have happened if the L-1011 had been equipped with Air-Guardian. Of course, this is just one scenario. The system will also step in to aid the pilot(s) in any unusual situation.

"Air-Guardian has the safety of the airplane as its priority," Dr. Hasani said. "Say the airplane is in a dive and the pilot's attention is elsewhere, the system senses the danger and identifies a relative time to intervene with the pilot or engage with the autopilot to take control and stabilize the airplane. It does not automatically jump in and take control; it will first alert the pilot to the situation. If the pilot does not respond in a given time, then the system will step in.

"The system uses the Recurrent Liquid Neural

Network equipped with perception modules built by conventional heads. The aim is to achieve robust perception via visual attention mechanisms for interpreting focus and obtain seamless transitional control between the pilot and the AI system via a definable cooperation layer."

While much of what Air-Guardian's technology sounds like something Asimov dreamed up, it's actually as real as the *Piot's Guide* in your hands.

"Air-Guardian has been tested in both a fixed-wing aircraft simulator and real quadcopter drone hardware," Dr. Hasani said. "Our experiments have shown that it can effectively assist pilots, especially in distraction situations, by balancing autonomy levels based on attention divergence.

"The next steps are to expand our testing with more pilots in increasingly complex scenarios to optimize intervention strategies and explore deeper integration with aircraft systems for potential real-world deployment beyond the autopilot. We aim to extend the research into multi-agent collaborative and competitive scenarios where the human/AI interactions could be optimized beyond what it is today."

As you may guess, aviation is simply one application for an Air-Guardian-type AI. The broader implications of similar cooperative control mechanisms could be used for any autonomous vehicle or system and most anything that moves or functions within society. According to Dr. Hasani, that day may not be too far in the future.

"While the certification will be rigorous, it's possible we could see an application of the technology in a year or so," he said. "One of the beauties of the Recurrent Liquid Neural Network is that it is the only AI system that is 100% interpretable now. We can say that we know why it did what it did.

"With this technology, we know how it works and makes its decisions so we can retain control at all times. This feature significantly facilitates its certification process and thus ease of deployment and introduction into society."

The robots are coming. And with technologies like Air-Guardian, that may well be a good thing indeed. ❑

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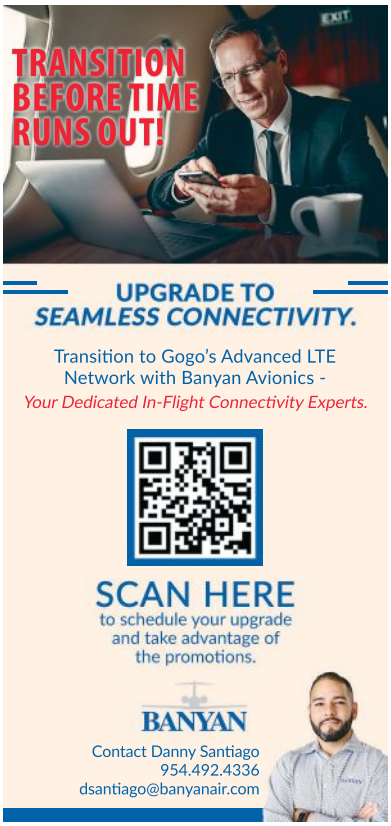
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JOBS are just the beginning

STORY BY DALE SMITH

Talk to any professional recruiter, and they will tell you there's a big difference between a job and a career. A job is something you do. A career is something you strive to excel at.

That's the primary difference between your typical aviation job website and the Aircraft Electronics Association's recently introduced AeroCareers.net career portal. Built by aviation and avionics industry professionals and powered by the AEA, the new site offers a spotlight on career paths throughout aviation with direct links to jobs, scholarships, aviation schools, veteran resources, information for educators, salary data, and more – a whole lot more.

"We've created an awareness tool to showcase all of the opportunities that are not only in the avionics career field but throughout aviation today," explained Nick Brown, AEA's director of workforce development. "But it goes well beyond jobs; it's been created to introduce educators, school career guidance counselors, students, and parents to all the opportunities aviation and aerospace have to offer.

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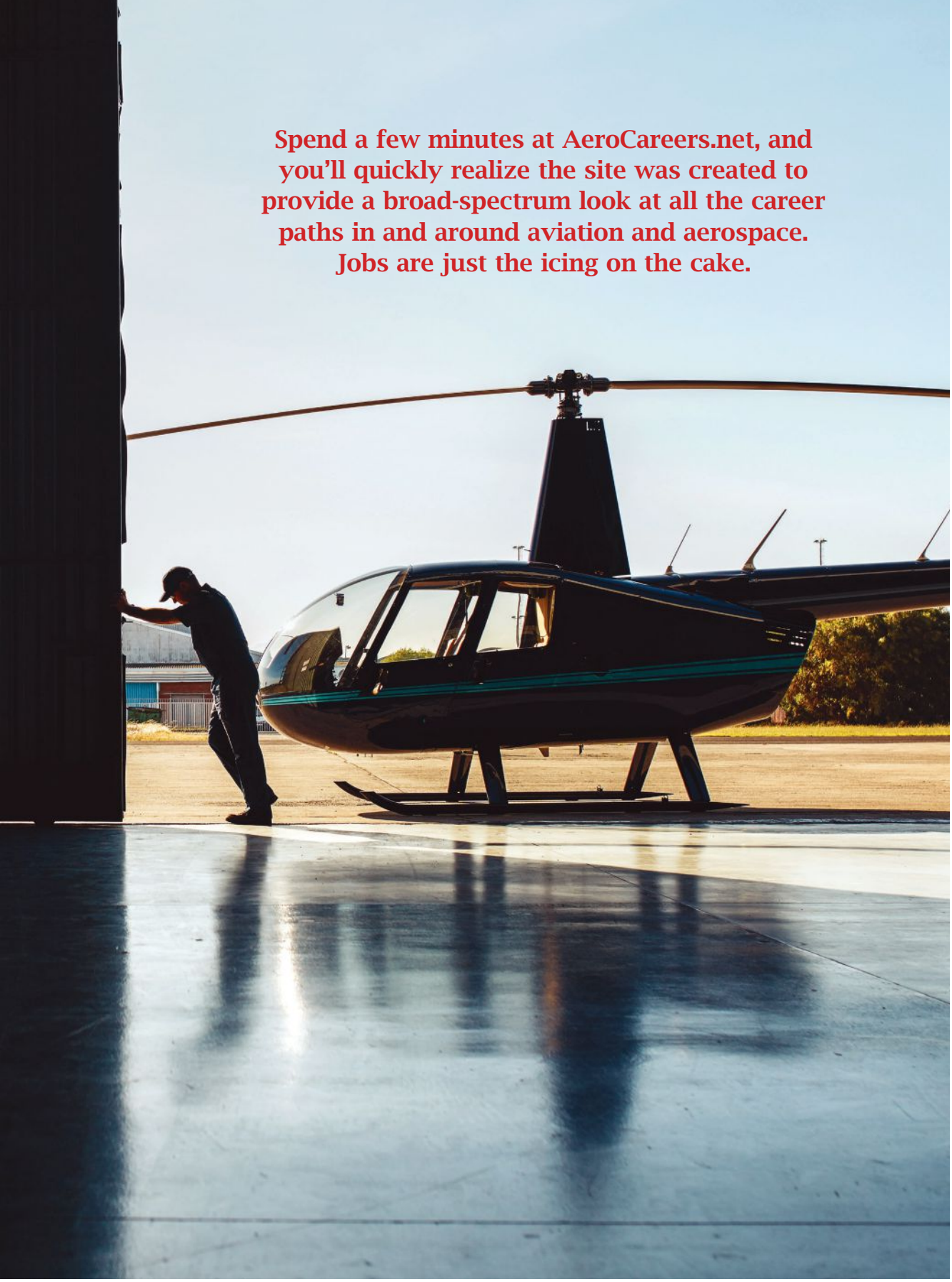
Spend a few minutes at AeroCareers.net, and you'll quickly realize the site was created to provide a broad-spectrum look at all the career paths in and around aviation and aerospace. Jobs are just the icing on the cake.



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"That's key because many young people and their families don't generally have access to resources that can connect them to an aviation career. I was a high school avionics instructor for a good while, and most students weren't even aware of anything other than being a pilot as a career option."

Brown said that targeting and informing middle and high school career counselors was one of the primary goals when the AEA and its group of industry contributors set out to build the AeroCareers.net website.

It takes a village

Spend a few minutes at AeroCareers.net, and you'll quickly realize the site was created to provide a broad-spectrum look at all the career paths in and around aviation and aerospace. Jobs are just the icing on the cake.

"It was developed by a team of industry insiders who understand there are many paths available to a successful aviation career," explained Simpson Bennett, a longtime industry marketing professional and member of the workforce development committee that developed the AeroCareers.net website. "Business owners, aircraft technicians, pilots, engineers, marketers, and manufacturers all contributed to the success of the first-of-its-kind effort.

"Because of the variety of target visitors, the website was designed to fulfill four key pillars: information, education, inspiration and direction. We felt they were essential to attract talented individuals to drive the industry forward in the future."

One thing that sets AeroCareers.net apart from other job websites is that it was created to provide a path from where a visitor is (not knowing much about aviation) to where they may well want to be (have a rewarding career in aviation or a related field).

"Exploring an unfamiliar industry can be difficult," Bennett said. "But our website makes it easier with its 'Get Started' section, which offers six areas of information to guide visitors and help them navigate through all the site offers."

- Education has a list of schools and institutions with avionics/aviation programs.
- Scholarships have a link to financial help through the AEA scholarship program.

- Certification provides information on ASTM's NCATT aircraft electronics technician requirements and the AEIT endorsement.
- Veterans highlights resources and opportunities for current and ex-military personnel.
- Internships offers insights on opportunities to get hands-on experience.
- Jobs links to all current job listings posted by AEA-member companies.

"Our target audiences are middle school kids, their family members, and other influencers," Brown said. "They think planes are cool, but what does that mean about making aviation a career? Studies show that by middle school, most kids are already thinking about their career choice, and some even younger."

But that posed a challenge to the site's designers and developers. Middle school kids – like most of us today – don't want to read about things; they want to watch videos.

"The site will eventually have videos where students can virtually meet people with a variety of aviation careers," Brown continued. "They can watch a day in the life of these professionals to get a feel for what they do and see what responsibilities go along with each type of job.

"These will be real-world videos. For example, one of our committee members works for Cirrus, and he's producing short videos about what it's like to work there. Our workforce development committee is continuing to explore new ideas to get the message to kids and hopefully kindle an interest."

It's not a job. It's an adventure.

While the primary target for AeroCareers.net is to inform, educate and entice young people into pursuing an aviation career, there's an untapped reserve of talent ready to join the industry's ranks much sooner – and those individuals are currently and soon-to-be ex-military pilots and maintenance technicians.

"In addition to finding current job postings, active-duty and ex-military personnel can find information about what qualifications they can qualify for through their COOL (Credentialing Opportunities On-Line) benefits," Brown added. "It's a military-funded program to help active personnel earn the certifications they need to transition to civilian jobs.

"For example, if they're an active-duty avionics technician, we give them information on what they need to get the right civilian job like an A&P or the AEIT certification," he said. "It's a jump-start to their next career move."

If you build it, will they come?

Undoubtedly, the information posted on the AeroCareers.net website will prove extremely valuable to anyone young or a bit older looking for an excellent aviation career.

But the challenge remains: How do we get all that information in front of the people who can benefit the most from it?

"Getting it in the right hands is a big challenge," Brown said. "I've been spending a lot of time cold calling middle and high schools with aviation programs to get the word out. It's a start, but we need to do more."

Both Brown and Bennett said getting the word out about AeroCareers.net is something everyone in aviation needs to be actively involved with, and here are a few ideas on how to help:

- Share this article with career guidance counselors at your local schools.
- Put a link to AeroCareers.net on your company's website.
- Post a link and short description on your company's social media platform.
- Share the website with local school guidance counselors and parents.
- Give a presentation at local schools about aviation.
- Invite students to your aviation business for a tour.

And check back on AeroCareers.net frequently. The site will continuously change and add new materials, videos and profiles.

"The website provides a lot of great guidance on how to become part of the aviation industry, which is a passion shared by so many of us," Bennett added. "By utilizing this resource, we can help attract well-qualified and enthusiastic personnel. Those are the people that will meet our needs today but also provide a source for the talent we need in the future." ❑

Anthony Arispe and Airspeed & Attitude's team of GA artisans are driven by a shared passion for using new-generation thinking and digital avionics to improve the capabilities, reliability, and safety of legacy single-engine piston aircraft.

AIRSPEED & ATTITUDE

Company finds niche servicing legacy, single-engine pistons

STORY BY DALE SMITH

When Anthony Arispe finished his last ice-clearing mission for the United States Coast Guard's Lake Michigan Sector, he made himself a promise that he'd never work on a boat again. When midwinter Lake Michigan gets angry, she's as rough as the North Sea and just as deadly.

"I still wanted to serve my country, but I wanted to do it working on airplanes," Arispe said. "After my honorable discharge, I spent the next three years training to get my A&P (ratings) at a repair shop, working on everything from light pistons to biz jets. I also spent two more years working in an avionics shop.

"I reached out to a connection of mine and was offered my dream job to become a civilian contractor to help maintain aircraft for the U.S. war in Afghanistan. I was no longer in the military, but I was finally offering my service and supporting the men and women who were truly serving our country.

"When it was time to come back to the U.S., I was able to continue working with the Department of Defense with Sierra Nevada Corp. on the

Afghanistan exit strategy set forth by President Obama."

Ah, but like so many ex-military personnel looking for a career change, Arispe was left with the decision of finding a steady job or working for himself. But he had a head start with his decision.

"When I was with Sierra Nevada working on jets, all I could envision myself doing after I got out was to work on small GA airplanes," he said. "That's what I loved, and I wanted to get back to it."

So, he, and his wife, Jamie, decided to do just that. With their first child on the way, the Arispes left Colorado to return to where they first met and had already been part of the general aviation community.

"I was scared to be a father for the first time," he said. "I was scared to start a business. I wondered if I could do it on my own, but Jamie never once seemed afraid of this next chapter of our lives. She's the one who said it was time for me to do it for myself. Without her support, I would not have even started."

Success is elemental

"There are a lot of small airplanes and airports around that area of Texas, so I started my business out of the back of my aged Honda Element," Arispe said. "The majority of my customers owned older piston singles, which was what I wanted to work on. Before I knew it, I needed to create an LLC, so Arispe Aviation was born."

Many things aligned perfectly at the right time and in the right place within the year he worked out of his car. Not only did these legacy aircraft owners want someone to pay attention to their needs, but it was also the middle of the Federal Aviation Administration's ADS-B mandate, and all the larger shops were already filled up with work.

"I knew I needed an established location to do the quality of work I wanted to do," Arispe said. "But my biggest fear was, if I got a hangar, would these same customers come to me?"

He rented a hangar at Aero Country Airport, and his customers found their way to him. In fact, thanks to the GA grapevine, his new facility made the fledgling business more popular than ever.

He also renamed the business Airspeed & Attitude.

"It was an amazing feeling, but it came with the typical growing pains of a young business and a growing family," Arispe explained. "I had to come home and tell my wife, 'I just rented a hangar that costs more than our mortgage, and I'm probably not getting a paycheck.' Or 'I just had to hire my first employee, and we're probably not going to be getting any paychecks anytime soon.'"

Obviously, while his decision to put down roots was correct, as it turns out, an even better one was to specialize in legacy single-engine piston airplanes.

The Arispe family shares their love and passion for aviation at the famous brown arch on the EAA AirVenture grounds in Oshkosh, Wisconsin.

Little planes need love too

While his choice seems to go against the popular notion that bigger is better, Arispe had been around general and business aviation long enough to see too many MROs and avionics shops start small and then rush into working on larger – and more profitable – turboprops and jets.

"That meant the owners of the smaller, older

Continued on following page...

Continued from page 55

airplanes are forgotten or ignored by these shops because they are too busy trying to outbid each other to get the bigger jobs," he said. "We just felt the single-engine market, especially with avionics upgrades, was getting left behind or used as a filler. Nobody was giving them the respect they deserve.

"We specialize in delivering high-quality products and services to these legacy light airplanes. Now, we have a long list of steady clients who love coming here for their work. No matter what type of airplane they own, we treat them all like they are flying a biz jet. Nobody else does that."

Don't for a minute think the team at Airspeed and Attitude doesn't make a nice living upgrading these little airplanes. They do. And it's the sheer scale of their typical installation that makes it all work.

"In the same time it would take me to do one turbo-prop or light jet, I can do three or four installations and make the same profit margin," he said. "And I don't have to worry about being undercut by some other shop to get the work. We get to build long-lasting and enjoyable relationships with the clients that come to us. Most start with avionics, but I would say we have an 80% retention rate that turns into annuals and other upgrades."

Like her parents, Elizabeth Michelle Arispe displays a keen interest in aviation.

As for what kinds of legacy piston singles Airspeed and Attitude specializes in, customers run the range from Cessna, Beechcraft, Mooney, and Piper to esoteric types like the Socata Tobago TB10, Trinidad TB20, and Rockwell Commander 112/114.

"Years ago, I did some work for a few owners of these types, and they were happy with their panels," he explained. "Turns out they were also active in their respective type clubs and were very vocal in praising what we did. More owners started showing up, and we've become very good at these models. Today, these airplanes come here from all over the country. I think that's incredible."

While the airplanes they work on may seem unusual, many may say the same about the avionics they sell. Unlike so many shops today, Airspeed & Attitude isn't all Garmin, all the time.

"Garmin makes great products, and we are a Garmin dealer," Arispe said.

"We install what over-the-counter products that are made available. Most of our customers have done their due diligence and research before contacting us. Our products are incredible and sell themselves. Whether it is a full glass panel or small radio stack, our clients know what they want and have chosen us to help them.

"They're looking for affordable avionics upgrades that will give them more capabilities and features without the second mortgage. So, we are an authorized dealer for the avionics that delivers that, including Aspen Avionics, Avidyne, BendixKing, Dynon and others.

"No matter what type of airplane, these manufacturers' products are the perfect fit for these legacy aircraft. Most times, they easily integrate with what's in the panel now. Our goal is to put together the right package that delivers what each customer wants at a price they can afford."

Be careful what you ask for

As you've probably gathered by now, when Arispe sets out to do one thing, it often branches off into something different. That's how his wife, Jamie, started her own flight school, Airplanes & Attitude.

"The ease of installation of the Aspen and Avidyne avionics is how I inadvertently started a flying school," he said. "Years ago, a customer came to me saying he had to get out from under his

Alexandra Arispe (right) learns to fly with her mother, Jamie Arispe.

(Cessna) 172 in a hurry. I wanted a demonstrator airplane, and the price was right, so I bought it – then I had to go home and tell my wife.

"I put in a nice panel with Aspen, Avidyne and other avionics that our customers could go and fly. The avionics would sell themselves. I was so excited. Pilots came and sat in the airplane and loved the work and avionics, but nobody wanted to fly it. I made 10 sales off that demo without the airplane ever leaving the ground."

As an airframe and powerplant mechanic, he knew the worst thing for any airplane was to remain on the ground, but he didn't have time to fly it on a regular basis. So, like most well-meaning husbands, he suggested his wife learn to fly.

"I was always at the hangar, and this would give her a reason to spend more time at the airport," Arispe said. "It was a great plan, but she came in and got in deep real fast. She was flying four hours a day, every day. I watched our bank account shrink, paying for fuel and the instructor.

"We decided a better way was for her to rent the airplane to other pilots and then use the profits from that to fund her flight training. A year and a half later, she's a CFI, and we're buying a second 172 and starting a flight school."

Like the first Skyhawk, this one got the full Aspen and Avidyne treatment, which attracted more renters. Some of the renters bought airplanes of their own and would, in turn, bring them to the place they learned to fly for their own avionics upgrade.

Now, Airplanes & Attitude has four Cessnas, a team of CFIs, Redbird simulators, and is located adjacent to the avionics shop – all because Arispe asked his wife to learn to fly.

Everything's smaller in Texas

Now, some 10 years into their family adventure, Arispe, his wife, and two young daughters are well settled in their airport living and working lifestyle.

"We have a 7,500-square-foot facility for the avionics shop and flight school and our family home on 1.5 acres here at the airport," he said. "My employees and clients know our daughters and are all patient when they walk into a meeting asking to have their bicycle tires aired up.

"As far as the avionics shop is concerned, I don't want it to get any bigger than it is. My technicians have been with me for a long time – they're like part of our family now. My wife is teaching a couple of them to fly. Our clients bring donuts and lunch for our team. We're just a big family here."

While Arispe doesn't want to alter the course of his company and family's success, he feels the same pressures as many other avionics shops – the need to recruit, train, and retain talent and introduce services that fill gaps.

Currently a provisional member with the Aircraft Electronics Association, Airspeed & Attitude is working to earn a Part 145 certificate from the Federal Aviation Administration with the ultimate goal of becoming a 411-413 pitot-static repair station.

"It's important for our shop to continue our level of services to our customers," Arispe said. "Right now, I have to rely on a third-party shop to do our pitot-static inspections. With so many people retiring or leaving the business, we need to be self-sufficient going forward."

While he's built a nice niche working on the legacy single-engine piston aircraft, that direction comes with its own problems.

"It's getting harder and harder to find parts for many of these older airplanes," Arispe continued. "There are some wonderful companies that have been creating parts to meet service bulletins, but many are still scarce. We're doing more work now to make some of these parts.

"We can do it, but it's a lot more work, and it makes it hard to give owners a good cost estimate when we begin a job. We have to get creative to solve many of these issues, but we're very good at finding a new way to approach solutions for legacy problems. It's a lot of fun for us." ❑

To learn more about Airspeed & Attitude, visit airspeedattitude.com.

SAVE YOUR SEAT FOR AVIONICS TRAINING

Join the Aircraft Electronics Association via virtual-live courses or in the classroom for upcoming avionics training and learn in a true hands-on environment.

In-person class sizes are limited at the AEA's Dan Derby Center for Professional Development in Lee's Summit, Missouri. Interested parties are encouraged to register well in advance to reserve a seat. ❑

Visit *aea.net/training* for course descriptions and to register.

AVAILABLE CLASSES:

- ADS-B CONFIGURATION, TESTING & TROUBLESHOOTING
- ADVANCED AVIONICS INSTALLATION & CONFIGURATION
- AIRCRAFT INSTRUMENT SYSTEMS
- AVIONICS INSTALLATION FOR EXPERIMENTAL AIRCRAFT
- AVIONICS SERVICE AND TESTING FUNDAMENTALS
- AVX-10K & IFR6000/4000 OPERATIONS TRAINING
- BASIC PITOT-STATIC & TRANSPONDER THEORY, TESTING & TROUBLESHOOTING
- BASIC WIRING & AVIONICS INSTALLATION
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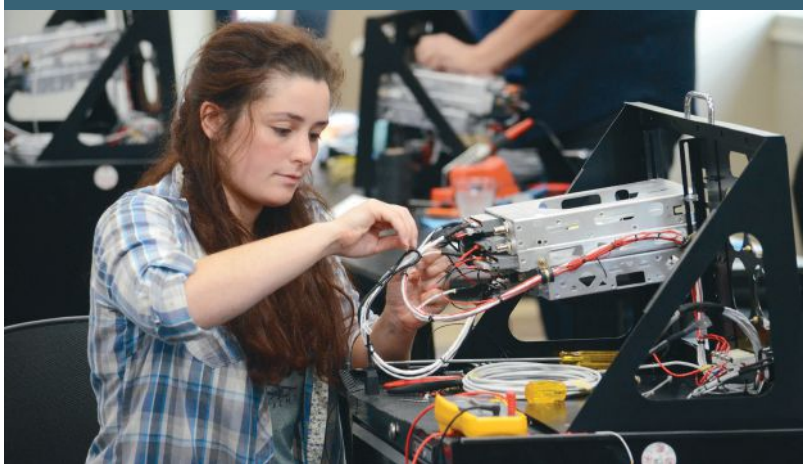
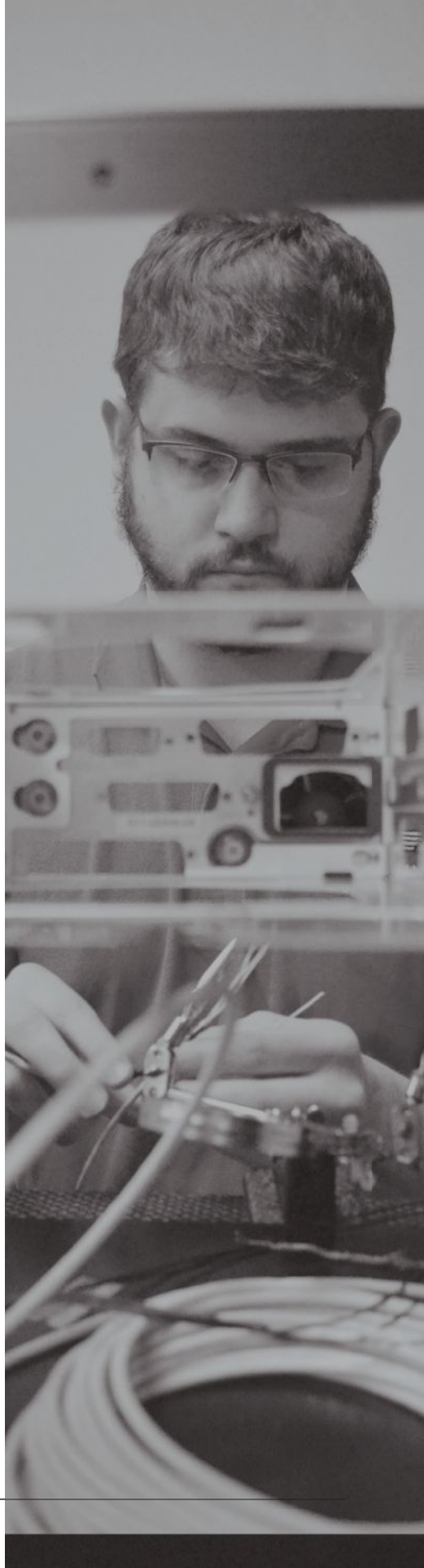
- SAFETY MANAGEMENT SYSTEM COORDINATOR TRAINING





Why choose an AEA-member shop to support your aircraft?

YOUR LIFE DEPENDS ON IT

STORY BY GARY PICOU, PS ENGINEERING

You don't want just anyone working on your airplane, right? You want the most capable and meticulous hands on your machine, as if your life depends on it. So, how do you find those gifted and qualified hands?

You find these qualities at facilities displaying the Aircraft Electronics Association (AEA) logo. But don't take it as a matter of faith; you should know what is behind this logo. You also should know what AEA-member shops represent in terms of real value to aircraft owners, and understand their membership means more to them than a nice membership plaque.

The AEA is a professional organization upholding the highest international standards. It is an association of professionals who care about what they do and care about their customers.

Few get wealthy in avionics, but most are satisfied at a personal and professional level with their careers. And that's saying something, especially because the job often entails hanging upside down in a pilot's seat, in a hangar, and reaching into a dim recess filled with sharp tie-wraps to remove a balky instrument.

What qualifies a shop as an approved maintenance organization?

The fundamental requirement for an AEA member facility is certification from its civil aviation authority, such as the Federal Aviation Administration, Transport Canada Civil Aviation or the European Union Aviation Safety Agency. A certified repair station brings with it a degree of oversight that can't be matched in the private sector.

The certification standards, which now are higher than ever, guarantee specific capabilities and functions must be fully and continuously implemented for a facility to be, and remain, approved.

All regular AEA members must be an approved maintenance organization by their respective aviation agency. By using this as a benchmark requirement, the AEA is able to validate certain qualifications universally proven to make a capable organization.

Receiving an approved maintenance organization certificate is a time-consuming and lengthy process. Sometimes, a company can't even begin work until it achieves certification, which certainly presents an obstacle to entering the business.

To attain certification – and hang the AEA plaque on the wall – the facility must create and get approval for all the necessary manuals and put their process in place. The initial training must be completed and documented for everyone who is working there, including any specialized training needed to qualify the technicians to work on avionics or airplanes.

Inside its purpose-built training facility at its headquarters, the Aircraft Electronics Association provides hundreds of hours of training to members and other industry professionals each year.

Upon further inspection

You, personally, cannot audit your avionics shop every year and find compliance with the regulations; however, the FAA (or another agency) can – and does. On a regular basis, aviation safety inspectors visit the approved facilities and conduct comprehensive evaluations of their compliance with the regulations.

Although the FAA can't regulate business practices, hourly rates or productivity, the agency can say if an avionics shop meets the regulatory requirements, as well as maintains standards of competence and safety in its work. Because all AEA regular members are certified repair facilities, you can be certain they have the routine oversight of their regulatory agency. If the FAA finds deficiencies, the shop will make corrections, or face being shut down if anyone's safety is compromised.

Trained technicians

The focus of both the FAA and the AEA is the training process. Effective training is the key, from how the radios work to how the repair station and regulations work together to enhance safety and productivity. Airplanes and avionics are complicated and bridge many disciplines, from sheet metal, structures and kilowatt transponder transmitters to software, barometric and gyroscopic instruments.

Avionics technicians can be specialized at a large facility or a jack-of-all-trades at a small shop. But the central concept is for each individual to be properly

Continued on following page...

WHY CHOOSE AN AEA-MEMBER SHOP?

Continued from page 61

trained to perform the tasks assigned – all tasks, every day. To the aircraft owner, this means the job will be done correctly and in accordance with the best practices, the manufacturer's instructions and the regulations.

When a technician takes his or her place at the bench or the installation shop, the technician is adequately trained to perform the tasks (or certainly under the direct supervision of someone who is). But today's avionics industry is a dynamic environment, and what was learned last year or last week probably has evolved. This is why there is a regulatory mandate for recurrent training.

All the right tools

Installing or maintaining avionics in airplanes is a complicated and specialized business. Certified avionics shops, as representatives of avionics manufacturers, have access to all the necessary technical data needed to work on your airplane. This is not necessarily true of an airframe and powerplant mechanic who is not working for a repair station.

It is an easy thing to buy a transponder online or through a classified ad, but another thing entirely to get access to the current installation manual, or maintenance manual, necessary to legally test and install the unit in an airplane.

Many times, an installation is not just a simple wire-up and bolt-in job; it requires interface to several other avionics or airframe systems. The installer must have access to the technical data, approved by all manufacturers and regulatory agencies, to make a safe installation.

The support network

When an avionics shop is approved for AEA membership, it has access to an organization working for the shop, which helps maintain a healthy industry. And a healthy avionics industry pays dividends to the aircraft owner community in terms of qualified technicians, stable business practices and safe operations.

Through a global staff at the association's headquarters outside of Kansas City, Missouri, and offices in Washington, D.C., and Europe, as well as a board of directors elected by the membership and standing committees comprised of a dozen or more volunteers, the AEA is a powerful force for the general aviation electronics industry as a whole.

The organization takes on regulatory and industry issues affecting a scope beyond wires and gadgets. Avionics is a small industry, but its roots are wired deeply into the airplanes of the customers and must function as a complete system to get anywhere.

During its annual convention, at its regional meetings, in conjunction with IA refresher seminars, and in its purpose-built training facility at its headquarters, the Aircraft Electronics Association provides hundreds of hours of training to members and other industry professionals each year, often at a reduced cost.

The training includes everything from entry-level installation basics for new technicians to specialized training on integrated avionics suites provided by avionics manufacturers. During the 2024 AEA International Convention & Trade Show, more than 100 hours of specialized training was offered.

AEA regular members who participate in these training sessions and programs, including the annual Technical Training Exam published in the AEA's monthly magazine, *Avionics News*, qualify for the Avionics Training Excellence Award. This award further signifies an avionics shop's commitment to providing the best service to its customers.

Follow the rules

In the work-a-day world of running an avionics shop, the critical events, such as completing a customer's airplane on time or fixing a leaking static system, naturally take priority compared to what's happening in Washington, D.C.; Cologne, Germany; Ottawa, Canada; or Canberra, Australia.

To help them stay abreast of current regulations, AEA members count on the association's vice president of government and industry affairs, a team of international regulatory consultants, and a volunteer committee of member shops and manufacturers – all of whom consistently monitor regulatory agencies around the world.

This crew interacts with the regulatory authorities and others to ensure all sides understand the impact of proposed and enacted rulemaking, and they make comments in the interests of the industry (which means in the best interests of pilots and aircraft owners, too).

In this multifaceted and global business, the AEA also works with the Transportation Security Administration, the Department of Commerce, import and export regulations, environmental/hazardous material regulations, and more.

For example, many people don't realize an altimeter removed from an aerial application aircraft could have been contaminated and should be treated as hazardous when transported to the instrument shop for overhaul, or that an RVSM air-data computer contains technology that could be considered vital to national security; therefore, selling one as part of a package to a foreign-registered aircraft can land you in jail. The AEA's membership receives this type of information and much more from the association.

Not only does accurate, timely access to regulatory updates keep AEA members from running afoul of the law, but it also ensures all of the work done will be in compliance and your airplane will be airworthy to the letter of the law.

Experts in their fields

Exposure to rules, regulations, training and other resources means an AEA member stays current both professionally and technically. Isn't this the type of shop you want working on your airplane?

Few aircraft owners or pilots are also avionics experts, but finding a qualified avionics professional doesn't need to be a daunting task. The AEA, in partnership with its membership and the regulatory agencies, makes it easy to tell when an avionics facility has met the grade as a provider of competent, effective service with an emphasis on safety.

Sure, others might say they "fixed" it, but would you fly it? ❑

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- Approved maintenance organizations certificated as a Part 145 repair station or CAR 573 AMO (TCCA) and includes CAR 30 (CASA) and Part-M (EASA), as well as other maintenance organizations approved by their contracting state.
- An approved maintenance organization whose aircraft electronics activity is primarily in the sales, service and installation of aircraft electronics equipment or instruments.

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General Enterprises
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Machlaan 6
Eelde, Netherlands 9761TK
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www.cirrus-sas.com/maintenance

Global Aviation + Piper Parts GmbH
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Fieseler-Storch-Str. 10
Calden, Germany D-34379
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parts@globalaviationparts.de
www.globalaviationparts.de

Hangar One Technics & Avionics
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JetSupport B.V.
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JP Avionics BV
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Lambert Aircraft Engineering
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www.lambert-aircraft.com

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Numero 26
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Airborne Avionics
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Mudgee, NSW Australia 2850
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www.avionics.com.au

Airflite Pty Ltd
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Perth Airport, WA Australia 6105
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Aviation Radio Ltd.
Nick Wisnewski NZWN
PO Box 14041
Wellington, New Zealand 6241
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www.aviationradio.co.nz

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General Aviation Area
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avionicshop@asia.com

Avionics 2000 Pty. Ltd.
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Essendon Fields, VIC Australia 3041
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Bell Textron Austraila
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Complete Avionics Pty. Ltd.
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Fieldtech Asia Hangar, Manila Int'l Airport
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GKC Aviation Support Pty. Ltd.
Glenn Weeks YMBA
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www.goldfieldsairservices.com

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Horsham Aviation Services
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Integrated Aviation Maintenance
Ric Lippmann YBCS
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Cairns, QLD Australia 4870
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Intrepid Avionics
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Jet Aviation Dubai LLC
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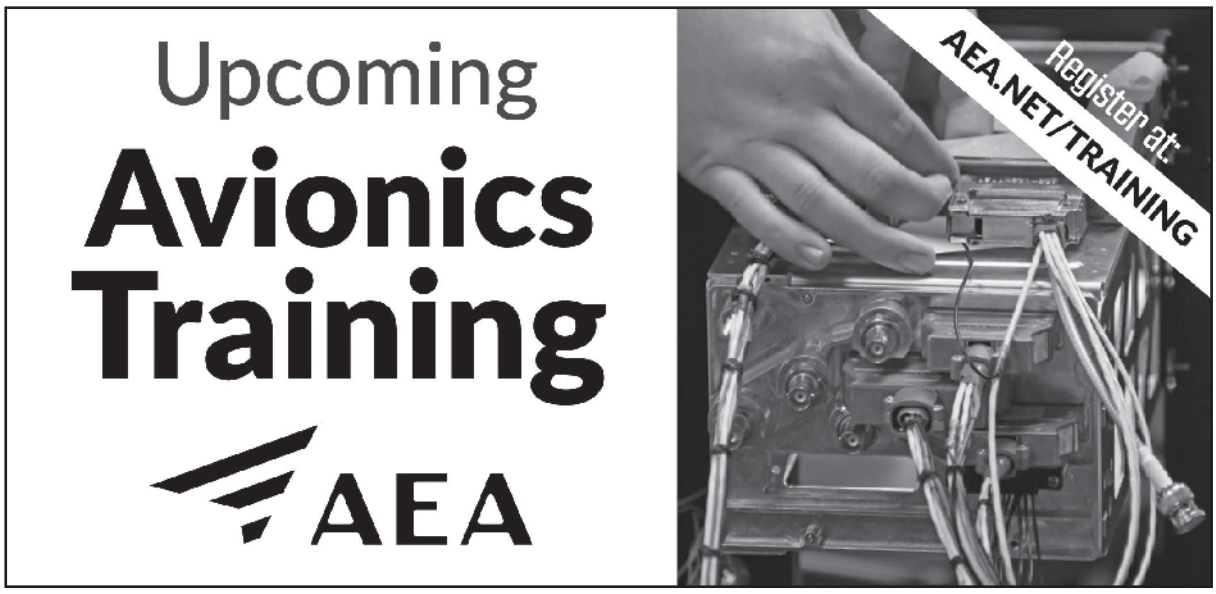

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- Avionics manufacturers
- Instrument manufacturers
- Test equipment manufacturers
- Equipment brokers and dealers
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Bonalyn Boyd JAX
100 Tensolite Drive
St. Augustine, FL 32092
904-829-5600
bonalyn.boyd@carlisleit.com
www.Amphenol-CIT.com

Anodyne Electronics Manufacturing Corp.
Carolyn Mann YLW
#100-966 Crowley Ave.
Kelowna, BC Canada V1Y 0L1
250-763-1088
marketing@aem-corp.com
www.aem-corp.com

AOP Technologies
Todd Coleman SEA
301 30th St. NE
Auburn, WA 98002
253-735-5449
toddc@aoptech.com
www.aoptech.com

APN Avionics s.r.o.
Petr Navratil LKPO
Letecka 3455/1
Prerov, Czech Republic 75002
420 774 561 327
info@apn-avionics.com
www.apn-avionics.com

APPAREO

Appareo
Kris Garberg KFAR
1810 NDSU Research Cr. North
Fargo, ND 58102
701-551-3565
kgarberg@appareo.com
www.appareo.com
See ad on page 47.

Applied Avionics Inc.
Todd West
3201 Sandy Lane
Fort Worth, TX 76112
817-451-1141/888-848-4786
todd.west@appliedavionics.com
www.appliedavionics.com

Archangel Systems Inc.
Gayla Caldwell KAUO
1635 Pumphrey Ave.
Auburn, AL 36832
334-826-8008
gayla@archangel.com
www.archangel.com

ASI Test Equipment Division
David Dahler MEM
3833 Premier Ave.
Memphis, TN 38118-6070
901-362-9700
ddahler@avionics-specialist.com
www.avionics-specialist.com

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Perri Coyne KAEG
5001 Indian School Road NE
Albuquerque, NM 87110
505-856-5034
perri.coyne@aspenavionics.com
www.aspenavionics.com

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CONNECTOR ASSEMBLY TOOLING

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503-642-9853
scotteh@astrotool.com
www.astrotool.com

Astronautics Corporation of America
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135 W. Forest Hill Ave.
Oak Creek, WI 53154
414-449-4000
m.loomis@astronautics.com
www.astronautics.com

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Grant Sumpter SEA
11241 SE Highway 212
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503-850-6562
grant.sumpter@astronics.com
www.astronics.com

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Dan Romain
3216 S. Nordic Road
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224-234-1876
dan.romain@ateq-aviation.com
www.ateq-aviation.com

Austin Aerotech Inc.
Cathy Galbraith AUS
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512-335-6000
cg@austinaerotech.com
www.austinaerotech.com

Av-DEC
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3215 W. Loop 820 South
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817-738-9161
heather.hofstetter@avdec.com
www.avdec.com

Avgroup Inc.
Ray Dominguez KPDK
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Norcross, GA 30093
770-454-7500
paige@avgroup.net
www.jetparts.com

Aviation Design and Supply LLC
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321-474-2899
jham@aviationdesignandsupply.com
www.aviationdesignandsupply.com

Aviation Instrument Services Inc.
James Sensale
12181 SW 129 Court
Miami, FL 33186
305-251-7200
sales@aviation-instrument.com
www.aviation-instrument.com

Aviation Partners Group
Paula Estrada PGD
28260 Airpark Drive
Punta Gorda, FL 33982
941-637-8585
pestrada@avionix.com
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Tom Harper
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www.avidyne.com
See ad on page 23.

Avionic Instruments LLC
Richard Dagostino
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732-388-3500
rdagostino@avionicinstruments.com
www.avionicinstruments.com

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www.avionicsinnovations.com

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Suwanee, GA 30024
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www.avionicsprocurement.com

B/E Aerospace
Tolga Bayrav
Bitziberg-Str. 5
Bachenbuelach, Switzerland 8184
41-44-861-1200
tolga_bayrav@beaerospace.com
www.beaerospace.com

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Dave Oglesbee MIA
10376 USA Today Way
Miramar, FL 33025
954-450-3137
dave@beckerusa.com
www.beckerusa.com
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Bennett Avionics
Scott DeHart
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South Windsor, CT 06074
860-658-0292
harley@bennettavionics.com
www.bennettavionics.com

Blue Avionics Inc.
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212 Weish Pool Road
Exton, PA 19341-1315
610-458-3763
blue.sales@blueavionics.com
www.blueavionics.com

Boeing
Joey Colleran
55 Inverness Drive East
Englewood, CO 80112
303-328-4399
joey.l.colleran@boeing.com
www.boeingservices.com

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Port St. Lucie, FL 34984
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hcohen@bmtdps.com
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1742 S. Woodland Blvd. #613
DeLand, FL 32720
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Cabin Management Solutions LLC
Dave Feuerhak KCXO
2971 Hawthorne Drive
Conroe, TX 77301
936-523-1700
dcf@cmsaero.com
www.cmsaero.com

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Brian Keitzer KDAL
2500 E. Grauwyler Road
Irving, TX 75061
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brian@calibrationspecialty.com
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Eliot Ralph MEL
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PO Box 81
Tullamarine, VIC Australia 3043
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eliot@cambridge-technologies.com
www.cambridgetechnologies.com.au

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613-447-5740
chris@ccxtechnologies.com
www.ccxtechnologies.com

CiES Inc.
Scott Philiben
1375 SE Wilson Ave.
Bend, OR 97702
541-408-1095
scott.philiben@ciescorp.com
www.ciescorp.net
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CJ Aerospace
Craig Jones YSBK
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Taren Point, NSW Australia 2229
61-2-9540-4857
craig@cjaerospace.com.au
www.cjaerospace.com.au

Cocoplum Aero
Brian Suarez
7350 SW 89th St.
Miami, FL 33156
305-333-0307
brian@cocoplumaero.com
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Collins Aerospace
Eric Beverage
150 N. Patrick Blvd.
Brookfield, WI 53045
262-679-6170
eric_beverage@beaerospace.com
www.beaerospace.com/lis

Collins Aerospace
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Cedar Rapids, IA 52498-1000
319-536-4302
ashley.ring@collins.com
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Eleanor Richard KSSI
2551 Riva Road
Annapolis, MD 21401
410-266-4191
erichard@arinc.com
www.arincdirect.com

Condor World Aviation Services Inc.
Peter Lakich MKE
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luis@crsjetspares.com
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Brian Mattson
1250 Peterson Drive
Wheeling, IL 60090
847-537-6400
bmattson@dlsemc.com
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Arlington, TX 76011
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mikew@dallasaviation.com
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www.dmctools.com

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601-936-0777
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www.davisaviation.com

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Richard Zalac
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www.digitran-switches.com

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435-962-9700
jason@elemental.aero
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www.eurotecvfs.com

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alberto.villani@evolutionmeasurement.com
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dsouders@extantaerospace.com
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3601 N. I-35 Service Road
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ty.diedrick@us.fdhaero.com
www.fdhaero.com

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Nelson, NZ New Zealand 7010
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john@flightcell.com
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Wichita, KS 67209
316-440-4744
wgrossardt@formataerospace.com
www.formataerospace.com

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www.freeflightsystems.com

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Coral Gables, FL 33146
305-774-4327
franklin@gableseng.com
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Garmin
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1200 E. 151st St.
Olathe, KS 66062
913-397-8200
aviation.sales@garmin.com
www.garmin.com
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2345 Turner Road SE
Salem, OR 97302
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jill.sharp@garmin.com
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Liberty House Hounsdown Business Park
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44-2380-662912
trevor.pegrum@garmin.com
www.garmin.com

Genesys Aerosystems, a Moog Co. MWL
Jamie Luster
1 S-Tec Way
Mineral Wells, TX 76067-9594
817-215-7600
info@genesys-aerosystems.com
www.genesys-aerosystems.com
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GigaFlight Connectivity Inc.
Ben Hackett
6180 Industrial Court
Greendale, WI 53129
414-488-6320
ben.hackett@gigaflightinc.com
www.gigaflightinc.com

Gogo Business Aviation BJC
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105 Edgeview Drive
Broomfield, CO 80021
303-301-3271
dbernard@gogoair.com
www.gogoair.com
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Peter Nissen
251 N. Columbus Street
Arlington, VA 22203
323-309-5289
peter@gothamstudios.com
www.goji.aero

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Harry Mendelssohn
49-51 Colinton Road
Edinburgh, United Kingdom EH10 5DH
44-13-1447-7777
sales@gps.co.uk
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Hutchinson Aerospace
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jzywalewski@innovative-ss.com
www.innovative-ss.com
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kyle.koth@rockwellcollins.com
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www.jobyaviation.com

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jim@kellymfg.com
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KGS Electronics
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407-542-3971
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Luma Technologies
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Ronnie Bierman T67
832 Aviator Drive
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sales@mansfieldheliflight.com
www.mansfieldheliflight.com

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Boris Munoz
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Houston, TX 77057
832-789-2499
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Mid Continent Controls Inc.
Michael Freel
901 N. River
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mfreel@midcontinentcontrols.com
www.midcontinentcontrols.com

Mid-Continent Instruments & Avionics and True Blue Power
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9400 E. 34th St. North
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316-630-0101/800-821-1212
mcia@mcico.com
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MTW Aerospace Inc.
Phil White MGM
7050 Highway 80 West
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Nav-Aids Ltd.
Alison Gilday YUL
2955 Diab
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514-332-3077
info@navaidsltd.net
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305-401-7243
hdaircraft@yahoo.com
www.prodigiousjetservices.com

PS Engineering Inc.
Gary Picou
9800 Martel Road
Lenoir City, TN 37772
865-988-9800
gpicou@ps-engineering.com
www.ps-engineering.com
See ad on page 33.

Quality Circuits Inc.
Dave Dirkman
1102 Progress Drive
Fergus Falls, MN 56537
218-739-9707
davedirkman@msn.com
www.qciusa.com

RIM Enterprises
Edwin Meader CID
1050 Lyons Lane
Marion, IA 52302
319-368-3670
sales@riment.com
www.riment.com

Rosen Aviation
Lee Clark EUG
1020 Owen Loop South
Eugene, OR 97402
541-342-3802
lclark@rosenaviation.com
www.rosenaviation.com

RotorLink Technical Services Inc.
Dave Bohonis YNJ
53825 216th St.
Langley, BC Canada V2Y 2N3
604-628-8188
dbohonis@rotorlink.com
rotorlink.com

Rugged Video LLC
Seth Gundmundson MKE
W66N205 Commerce Court
Cedarburg, WI 53012
262-208-8782
sales@ruggedvid.com
www.ruggedvid.com

Safran Electronics & Defense Avionics USA
Nicolas Burgaud
2802 Safran Drive
Grand Prairie, TX 75052
972-314-3600
nicolas.burgaud@safrangroup.com
www.safran-electronics-defense.com

Sandia Aerospace
Dennis Schmidt
3700 Osuna Road NE, Suite 711
Albuquerque, NM 87109
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Satcom Direct Inc.
Ginger Ward
1050 Satcom Lane
Melbourne, FL 32940
321-777-3000
gward@satcomdirect.com
www.satcomdirect.com

Send Solutions LLC
Jonathan Pinson KPDK
1765 Grassland Parkway
Alpharetta, GA 30004
678-208-3087
sales@goairtext.com
www.goairtext.com

Shadin Avionics
Trevor Lund
7555 Market Place Drive
Eden Prairie, MN 55344
952-927-6500
tlund@shadin.com
www.shadin.com

SKYTRAC
Victoria Kimball
1631 Dickson Ave.
Kelowna, BC Canada V1Y 0B5
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www.skytrac.ca

SmartSky Networks
Ryan Stone
430 Davis Drive
Morrisville, NC 27560
800-660-9982
info@smartskynetworks.com
www.smartskynetworks.com

Spectrum Technologies
Richard Hinegardner DFW
5400 Airport Freeway
Haltom City, TX 76117
817-232-2373
rhinegardner@spectrumtech.com
www.spectrumtech.com

Sprague Instruments Inc.
Matthew Vaughan SJC
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San Jose, CA 95128
408-249-2411
sprague_instrument@sbcglobal.net
www.spragueinstrument.com

SRS Aviation LLC
David Laurin
12700 Zenith Avenue South
Burnsville, MN 55337
952-447-7737
airplanesrs@msn.com
www.srsaviation.com

StandardAero PHX
Rhyse Booth
6710 N. Scottsdale Road
Paradise Valley, AZ 85253-4444
480-373-3153
rhyse.booth@standardaero.com
www.standardaero.com

Team Aero LLC IXD
Jeff Altendorf
23220 W. 84th St.
Shawnee, KS 66227
913-393-9400
sales@teamaero.com
www.teamaero.com

Technisonic
Robert Riel
240 Traders Blvd. East
Mississauga, ON Canada L4Z 1W7
905-890-2113
info@til.ca
www.til.ca

Tel-instrument Electronics Corp. TEB
Michael Reed
1 Branca Road
East Rutherford, NJ 07073-2121
201-933-1600
mreed@telinst.com
www.telinst.com

Testa Enterprises SOP
Ray Testa
36 Edinburgh Lane
Pinehurst, NC 28374
910-255-0577
sales@testaenterprises.com
www.testaenterprises.com

Texas Aerospace Technologies
Francisco Hernandez
3550 Maple St.
Abilene, TX 79602
805-857-0450
ciscoatthome@att.net
www.txaero.com

Textron Aviation ICT
Tyler Askren
2121 S. Hoover Road
Wichita, KS 67209
316-517-6636
taskren@txtav.com
www.txtav.com

Thales Aerospace Communications CPH
Peter Frost
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Kongens Lyngby, Denmark 2800
45-3274-0612
peter.frost@cobham.com
www.cobhamaerospacecommunications.com

Thales Aerospace Communications FUL
Rob Creighton
577 Burning Tree Road
Fullerton, CA 92833
714-870-2420
cac.sales@cobham.com
www.cobhamaerospacecommunications.com

Trans-Cal Industries Inc. VNY
John Ferrero
7601 Hazeltine Ave.
Van Nuys, CA 91405-1423
818-787-1221 ext. 201/501
sales@trans-cal.com
www.trans-cal.com

Trig Avionics Europe B.V. EGPH
Andy Davis
Heriot Watt Research Park
Edinburgh, United Kingdom EH14 4AP
44-131-449-8810
enquiries@trig-avionics.com
www.trig-avionics.com

Tri-Star Technologies
Alex Kerner
1111 E. El Segundo Blvd.
El Segundo, CA 90245
323-347-5767
alex.kerner@tri-star-technologies.com
www.tri-star-technologies.com

uAvionix Corp. KGPI
Ryan Braun
560 Berne Road
Columbia Falls, MT 59912
844-827-2372
info@uavionix.com
www.uavionix.com
See ad on page 5.

United Instruments Inc.
Toshio Kawawa
3625 N. Camotara
Wichita, KS 67226
316-210-5502
tkawawa@cox.net
www.unitedinst.com

Universal Avionics, an Elbit Systems Co. TUS
Don Milum
3260 E. Universal Way
Tucson, AZ 85756-5097
520-295-2300/800-321-5253
dmilum@uasc.com
www.universalavionics.com

Valentine Aviation
Don Valentine
2024 W 15th St.
Plano, TX 75075
972-495-3284
sales@valentineaviation.com
www.valentineaviation.com

Viasat Inc. SAN
Amy Back
6155 El Camino Real
Carlsbad, CA 92009
678-924-2668
amy.back@viasat.com
www.viasat.com

VIAVI Solutions ICT
Jeffrey Paulic
10200 W. York St.
Wichita, KS 67215-8935
316-522-4981
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www.viavisolutions.com/en-us/product-category/test-measurement/avionics-test

Vorticy Sales GJT
Derek Gingerich
564 S. Commercial Drive
Grand Junction, CO 81505
970-433-7098
sales@vorticysales.com

VSE Aviation
Monica Kamaris
8578 NW 23rd St.
Miami, FL 33122
305-484-7292
mkamarisl@vseaviation.com
www.vseaviation.com

Wentworth Aircraft Inc.
Steve Wentworth
6000 Douglas Drive North
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763-231-8484
wentacpart@aol.com
www.wentworthaircraft.com

Westcan Aircraft
Brad Emsland CYKA
#100-2985 Airport Road
Kamloops, BC Canada V2B 7W8
250-554-4202
parts@westcanaircraft.com
www.westcanaircraft.com

Whelen Aerospace Technologies LLC
Bree Wheeler X26
210 Airport Drive East
Sebastian, FL 32958
772-562-4757
info@flywat.com
www.flywat.com

Wiremasters Inc.
David Hill
1788 N. Pointe Road
Columbia, TN 38401
615-791-0281/800-635-5342
dhill@wiremasters.net
www.wiremasters.net

Worldwide Aerospace Inc.
Gene Casey GLE
1130 Blue Mound Road W
Haslett, TX 76052
817-439-1996
gene@wwa.aero
www.worldwideaerospace.com

WS Technologies Inc.
Bill Street YLW
2-215 Neave Road
Kelowna, BC Canada V1V 2L9
250-765-7583
info@wst.ca
www.wst.ca

AEA ASSOCIATE – SERVICE PROVIDERS

★ **THIS SECTION INCLUDES:**

- Calibration Labs
- Delegates
- Insurance Firms
- Marketing Firms
- Training Companies

This logo denotes companies that have received the AEA Avionics Training Excellence Award.

DELEGATES

Aero Documents LLC
William Shields KSGF
28 Redbud Ridge Lane
Kimberling City, MO 65686
417-429-7035
bill@aerodocuments.com
www.aerodocuments.com

Aeronautix
Trish Rink KAAO
3450 N. Rock Road
Wichita, KS 67226
316-500-6070
admin@aeronautix.com
www.aeronautix.com

Aerospace Design & Compliance LLC
Stacy-Ann Williams PHL
10 Corporate Circle
New Castle, DE 19720
302-407-6825
stacy@aerodcllc.com
www.aerodcllc.com

Bartronix Aerospace Services Ltd.
Kevin Barton
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www.bartronix.com

CAS Inc.
Derrick Holliday GMU
2435 E. North St.
Greenville, SC 29615
864-918-9327
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www.corpaviationsolutions.com

Certification DER
William Brodegard KSLC
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Lehi, UT 84043
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Collins Aerospace, Interior Systems
Rui Dias CYWG
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Winnipeg, MB Canada R2V 2X2
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www.collins.com

DM Aerospace LLC
Derek Morris KLPR
36685 Estee Lane
Grafton, OH 44044
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www.dmaerospace.net

Gelwicks Engineering and Certification Services
Christopher Gelwicks
16708 Aqueduct Drive
Williamsport, MD 21795
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www.gecsllc.com

Georgian Aerospace LLC
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Chesterfield, MO 63005
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www.georgianaerospace.com

Heron Aero Solutions
Scott Starick KFDK
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Knoxville, MD 21758
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www.heronaero.com

Kilroy Aviation LLC
Erich Hopkins SBY
31856 Crosswind Drive
Salisbury, MD 21804
302-648-2213
kilroy@faaODA.com
www.kilroy.faaoda.com

LB Aircraft Engineering LLC
Joaquin Salazar MIA
7791 NW 46th St.
Doral, FL 33166
305-704-8734
jaysalazar.faa.der@gmail.com
www.lbaircraftengineering.com

Liberty Partners Inc.
Stephen Knight TUL
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Okmulgee, OK 74447
918-756-6474
sknight@liberty-partners.com
www.liberty-partners.com

MT Avionics Services Inc.
Matt Tadross LAX
8616 La Tijera Blvd.
Los Angeles, CA 90045
424-202-5361
matt@mtavionics.com
www.mtavionics.com

Peregrine Avionics LLC
David Rankin KAPA
7385 S. Peoria St.
Englewood, CO 80112
303-325-3873
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www.peregrine.aero

Strong Aero Engineering
Trevor Strong
1385 Beachmont St.
Ventura, CA 93001
310-497-2831
tstrong@strongaero.com
www.strongaero.com

TD Aerospace LLC
Travis Dahna EQA
7898 SW Haverhill Road
El Dorado, KS 67042
316-775-1885
travis@tdaero.com
www.tdaero.com

OTHER SERVICE PROVIDERS

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John Benzinger MKE
N60W26339 Katesbridge Drive
Lisbon, WI 53089
414-708-9599
john.benzinger@aeroplicity.com
www.aeroplicity.com

AEROTEAM Training Solutions
Soren Agner EKBI
Cargo Centervej 64
Billund, Denmark 7190
45-2032-3676
ssa@aeroteam.dk
www.aeroteam.dk

Aerotek Design Labs
Tom Jacobs ORD
24119 W. Riverwalk Court
Plainfield, IL 60544
815-254-0535
tomj@aerotekdesign.com
www.aerotekdesign.com

AeroTrain Corp.
Qamar Ahsan KFNT
5252 Exchange Drive
Flint, MI 48507-2934
810-230-8096
qahsan@aerotraincorp.com
www.aerotraincorp.com

AI Systems Inc.
J. Fred Hadlich KRDM
1900 SE Airport Way
Redmond, OR 97756
541-316-3653
info@aiskrdm.com
www.aiskrdm.com

AIR Quality Training Online
Beau Hardison 7M2
PO Box 2133
Mountain View, AR 72560
870-269-6007
beaundt@gmail.com
www.airqualitytraining.net

AirSatOne
Jo Kremsreiter KSUS
567 Bell Ave.
Chesterfield, MO 63005
636-333-9494
sales@airsatone.com
www.airsatone.com

Avotek
Karl Stoltzfus
PO Box 219
Weyers Cave, VA 24486
540-234-9090
sales@avoteksuppliers.com
www.avotek.com

Blue Skies Aviation Solutions Inc.
Tom Gretton CYYZ
6 Wild Briarway
Willowdale, ON Canada M2J 2L2
647-797-5154
avionics@bell.net

Buller Enterprises Inc.
Larry Buller BIS
841 San Angelo Drive
Bismarck, ND 58504
701-255-7640
larry@bullerent.com
www.bullerent.com

Cal Labs Inc.
Miguel Correa
2525 Santa Anna Ave.
Dallas, TX 75228-1671
214-321-7205/800-693-7308
callabs@dallasavionics.com
www.callabsinc.com

Canaan Avionics Corp.
Matt Richardson KSEA
610 Main St.
Edmonds, WA 98020
206-590-8420
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www.canaanavionics.com

Capital Avionics Inc.
Al Ingle AAF
8 Airport Road
Apalachicola, FL 32320
850-370-1306
al.ingle@capitalavionics.com
www.capitalavionics.com

Connell Aviation Group
Alyssa Connell KALO
PO Box 302
Cedar Falls, IA 50613
641-330-2537
alyssa@connellaviationgroup.com
www.connellaviationgroup.com

EBIS Software
David Boroi CMH
1 Air Cargo Parkway
Swanton, OH 43558
614-507-5327
dave@datcomedia.com
www.ebiscloud.com

Express Calibration Services
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1825 SW Market St.
Lee's Summit, MO 64082
816-246-9292
brookejackson@expresscal.com
www.expresscal.com

Flatirons Solutions
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5755 Central Ave. Suite A
Boulder, CO 80301
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www.flatironssolutions.com

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Stephan Woodtli LUG
Bosch 80b
Huenenberg, ZG Switzerland CH-6331
41 412104141
stephan@growing.aero
www.groWING.aero

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Dallas, TX 75225
214-862-8992
mrose@market-lift.com
www.market-lift.com

Marsh McLennan Agency LLC Co.
Kyle White
7015 College Blvd.
Overland Park, KS 66211
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kyle.white@marshmma.com
www.aviationsolutionsllc.com

NextOp Inc.
Patrick McManus
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Houston, TX 77003
832-735-0051
patrick@nextopvets.org
www.nextopvets.org

One Mile Up Inc.
Gene Velazquez
4354 Greenberry Lane
Annandale, VA 22003
703-642-1177
gene@onemileup.com
www.panelplanner.com

Owner Resource Group
Mandy Patterson AUS
1111W. 6th St.
Austin, TX 78703
512-505-4180
mpatterson@orgroup.com
www.orgroup.com

PilotSafety.org
Gary Reeves
124 County Road 4223
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www.PilotSafety.org

Power Aviation Strategies
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Preferred Payments
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PREO Aerospace
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RITI (Remote Imagery Technologies Inc.)
Jason Plyler
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Robotic Skies
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Sparx Engineering
David Headley HOU
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Manvel, TX 77578
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www.sparxeng.com

AEA recognizes members for training commitment

The Aircraft Electronics Association announced the recipients of the annual Avionics Training Excellence Award, which recognizes AEA member companies for their total commitment to continued education as evidenced by participation in AEA-approved training. A total of 45 member companies received the 2023 AEA Avionics Training Excellence Award.

Aaron Ward, AEA director of operations, said these certified repair station members train beyond the requirements of the Federal Aviation Administration and are committed to ensuring their technicians are current on the latest regulations and technologies.

"The AEA provides members with a variety of cost-effective professional development options," Ward said. "In addition to the in-person, hands-on technical training at our headquarters, we now offer virtual-live instruction. These new courses have been added to the mix, allowing members to log in anywhere and continue their professional development."

For a member company to be eligible for the AEA Avionics Training Excellence Award, all its technicians must have completed at least one AEA-approved training event in the previous year, which includes in-person courses conducted at AEA headquarters; the AEA International Convention & Trade Show; the AEA Connect Conferences; the *Avionics News* Technical Training Exam; online training via the AEA's Aerospace Education Resource Online (AERO) system; AEA virtual-live training courses; original equipment manufacturer training from AEA member companies; and AEA partner training.

The following companies completed the training requirements and received the 2023 AEA Avionics Training Excellence Award:

- ABS Avionics Inc. ..... Fort Smith, AR
- Aerosmith Avionics ..... Longview, TX
- Aerotronics Inc. ..... Billings, MT
- Airborne Avionics ..... Winnsboro, SC
- Aircraft and Avionics Sales Inc. ..... New Cumberland, PA
- Arapahoe Aero Avionics Inc. ..... Englewood, CO
- Atlantic Avionics Inc. ..... Enfield, NS, Canada
- Bismarck Aero Center ..... Bismarck, ND
- CE Avionics Inc. ..... Sanford, FL
- Chevron GOM Aircraft Operations ..... Picayune, MS
- Coastal Winds Avionics ..... Mobile, AL
- Columbia Helicopters Inc. ..... Aurora, OR
- Cutting Edge Avionics ..... San Andreas, CA
- Depot Avionics ..... Alamosa, CO
- Dyersburg Avionics Inc. of Caruthersville ..... Caruthersville, MO
- Empire Avionics ..... White Plains, NY
- Fargo Jet Center LLC ..... Fargo, ND
- Flight-Deck Avionics LLC ..... Salt Lake City, UT
- Forge Flightworks, Inc. ..... Smyrna, TN
- Garmin AT ..... Salem, OR
- Gulf Coast Avionics Corp. ..... Lakeland, FL
- Huron Avionics ..... Owosso, MI
- JP Avionics BV ..... Oost Souburg, Netherlands
- Mayday Avionics Inc. ..... Grand Rapids, MI
- McCreery Aviation Co. Inc. ..... McAllen, TX
- Mid-Canada Mod Center ..... Breslau, ON, Canada
- Modern Aviation San Juan ..... San Juan, PR
- Murfreesboro Aviation ..... Murfreesboro, TN
- NorCal Avionics LLC ..... Watsonville, CA
- Northstar Suppliers SA de CV ..... Cuautitlan Izcalli, Mexico
- Pacific Coast Avionics ..... Aurora, OR
- Park Rapids Avionics Inc. ..... Park Rapids, MN
- Pegasus Technologies Inc. ..... Green Cove Springs, FL
- Poor Boy Avionics of San Angelo ..... San Angelo, TX
- Prodigious Jet Services LLC ..... Royal Palm Beach, FL
- South Avionics Training Center ..... Kissimmee, FL
- Southeast Aerospace Inc. ..... Melbourne, FL
- Spirit Aeronautics ..... Gahanna, OH
- Temple Electronics Co. ..... Arcola, TX
- Textron Aviation - Tampa ..... Tampa, FL
- Thom Duncan Avionics LLC ..... Fayetteville, TN
- Tomlinson Avionics of Florida Inc. ..... Fort Myers, FL
- Top Flight Avionics ..... Belleville, MI
- Villers Air Services Ltd. ..... Fort Nelson, BC, Canada
- Wilmington Avionics Inc. ..... New Castle, DE

Applications are now available for the 2024 award.
For more information about the AEA Avionics Training Excellence Award, visit **aea.net/training/ate**.

ACADEMIC MEMBERS

★ **THIS SECTION INCLUDES:**

Schools or colleges offering avionics or maintenance training

This logo denotes companies that have received the AEA Avionics Training Excellence Award.

Aviation Institute of Maintenance
Andy Duncan IND
7251 W. McCarty St.
Indianapolis, IN 46241
317-243-4565
directorami@aviationmaintenance.edu
www.aviationmaintenance.edu

Aviation Institute of Maintenance - Casselberry
Michael Bragg
2725 S. U.S. Highway 17/92
Casselberry, FL 32707
407-896-2800
directoramo@aviationmaintenance.edu
www.aviationmaintenance.edu

Aviation Institute of Maintenance - Charlotte
Alex Diaz CLT
7421 E. Independence Blvd.
Charlotte, NC 28227
980-785-0700
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www.aviationmaintenance.edu/charlotte

Aviation Institute of Maintenance - Dallas
Chris Coley
400 E. Airport Freeway
Irving, TX 75062
214-333-9711
directoramd@aviationmaintenance.edu
www.aviationmaintenance.edu

Aviation Institute of Maintenance - Houston
Aaron Armendariz HOU
7651 Airport Blvd.
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www.aviationmaintenance.edu

Aviation Institute of Maintenance - Kansas City
Damon Cook
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Kansas City, MO 64129
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Aviation Institute of Maintenance - Philadelphia
Stephanie Makhoul PNE
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B.C. Institute of Technology
Chris Shannon YVR
3800 Cessna Drive
Richmond, BC Canada V7B 0A1
604-419-3726
chris_shannon@bcit.ca
www.bcit.ca

BITTS
Barrington Irving OPF
14850 NW 44th Court
Opa-Locka, FL 33054
305-537-9291
birving@flyingclassroom.com
www.bittschool.com

Broward College
Russell McCaffery FLL
7200 Pines Blvd.
Pembroke, FL 33019
954-201-8077
mccaffe@broward.edu
www.broward.edu/aviation

Canadore College
Brian Boettger CYYB
PO Box 5001
North Bay, ON Canada P1B 8K9
705-474-7600, ext. 5941
brian.boettger@canadorecollege.ca
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Cape Cod Community College - Aviation Maintenance Technology
Michael Sasso PYM
246 S. Meadow Road
Plymouth, MA 02360
508-375-5060
msasso@capecod.edu
www.capecod.edu/aviation

Caribbean Aviation Training Institute
Ezra Figueroa SKU
PO Box 810300
Carolina, PR 00981
787-253-2030
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Centennial College
Steve Hoffman
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Scarborough, ON Canada M1K 5E9
416-289-5000, ext. 52837
shoffman@centennialcollege.ca
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Central Florida Aerospace Academy
Chase Lee LAL
4141 Medulla Road
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863-413-3620
chase.lee@polk-fl.net
www.flycfaa.com

CGCC/Williams Education Center
Bashir Khalil IWA
7360 E. Tahoe Ave.
Mesa, AZ 85212-0908
480-988-8112
bashir.khalil@cgc.edu
www.cgc.maricopa.edu

Colorado Northwestern Community College - AMT
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970-675-3271
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www.cncc.edu

Dutchess Community College Aviation Maintenance Technician Program
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DCC AEC
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genna.suraci@sunydutchess.edu
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Eastern Florida State College
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mckeer@easternflorida.edu
www.easternflorida.edu/academics/career-technical-programs/our-programs/aviation-maintenance

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Enterprise State Community College
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- AEA Partner Members

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